

The PRODUCER

Vol. XIII

DENVER, COLORADO

No. 10



MARCH 1932



Official Organ of the
AMERICAN NATIONAL LIVE STOCK
ASSOCIATION

PUBLISHED MONTHLY

ONE DOLLAR A YEAR

**Don't let wrong methods spoil
the good work of this**

Valuable Machine



CREAM-MAKING machines—that's what cows are. Some "makes" (breeds) are naturally equipped to produce larger quantities than others. But there the responsibility of the "machine" itself ends. The rest is up to the "engineer"—the owner. Breeding and feeding are, of course, the chief factors in cream production. But it is surprising how many dairymen and farmers overlook the importance of proper care of cows—and especially the proper care of the milk and cream after it leaves the udder.

... That's where *quality* figures; where the difference between top and low prices is either made up or lost.

One of the most useful and widely distributed booklets on right and wrong methods of cream production has been compiled by Armour and Company, with the aid of some of the highest authorities on the subject. We will gladly send you a copy, without cost or obligation. Simply fill out and mail the coupon below.

T. H. Lee
President

ARMOUR AND COMPANY, U. S. A.

LISTEN TO the *Armour Hour* every Friday night over 36 stations associated with the N. B. C. Central Standard Time, 8.30 P. M.—9 P. M.

ARMOUR AND COMPANY
Dept. OP-A, Chicago, Ill.

Please send me a copy of your free cream booklet. It is expressly understood that this request does not obligate me in any way.

Name _____

Street or R. F. D. No. _____ Post Office _____

County _____ State _____

FRANKLIN



Blackleg Loss CAN Be Prevented!

Why Tolerate Such Unnecessary and Preventable Waste?



STOCKMEN now have a sure, safe, and inexpensive means of immunizing their calves from Blackleg.

Listen to these established facts:

The science of Blackleg prevention has greatly advanced in the last twenty years. From the uncertain powder and pellet form of Spore Vaccine to the Fluid Aggrassin was a long step. From this "Kansas" method of Aggrassin to the present Concentrated Bacterin was another distinct advance.

Dr. O. M. Franklin worked out both these improvements.

Franklin Blackleg Bacterin has the unmatched record of conferring dependable, uniform, and lasting immunity on more than 13,000,000 head of stock. It has steadily grown in favor with ranchmen year after year since 1923.

One dose immunizes for life—not only through the calf age, but also through the dangerous yearling age.

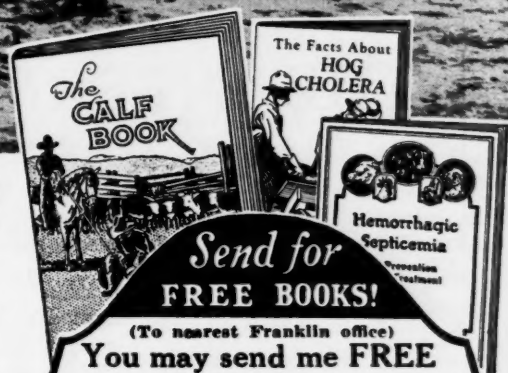
Concentrated 10 to 1, it gives you in one small, quick-acting dose a powerfully potent immunizing value of highest purity.

It has proven to be the cheapest to use, because it gives positive life immunity with one handling of the animal.

Send for Complete Information in "The Calf Book."
Fresh Stocks at Drug Store Agencies.

O. M. FRANKLIN BLACKLEG SERUM CO.

Denver Kansas City El Paso Marfa Amarillo Wichita Fort Worth
Alliance Rapid City Santa Maria Calgary



You may send me **FREE** copies of Booklets as marked:

- ☐ 1932 Edition "The Calf Book"
- ☐ Hemorrhagic Septicemia
- ☐ Pulmonary Endemia
- ☐ Hog Cholera
- ☐ Pink Eye
- ☐ Mastitis
- ☐ Calf Scour
- ☐ Poultry Vaccines
- ☐ Calcium Phosphate Feeding Formulas
- ☐ Bloodless Castration
- ☐ Dehorning
- ☐ Horn Shaping Weights

Name.....

Address.....

TABLE OF CONTENTS

MARCH, 1932

	Page		Page
STEER-FEEDING CONTRACTS FOR 1931-32.....	3	DIRECT SHIPMENTS AND "DRIVE-INS".....	20
By A. F. Vass.		EDITORIALS	21
PRESIDENT'S ADDRESS AT SAN ANTONIO CONVEN- TION	8	Depression Daze.—Grazing Fees Cut in Half.—Rail or Truck.—Tuberculosis in Range Cattle.—Great Britain Abandons Free Trade.	
By Henry G. Boice.		THE STOCKMEN'S EXCHANGE.....	25
SECRETARY'S REPORT AT SAN ANTONIO CONVEN- TION	12	Communications from Burton C. Mossman and Doc Hoffman.	
By F. E. Mollin.		WHAT THE GOVERNMENT IS DOING.....	26
ORGANIZATION IS GREAT NEED OF AMERICAN LIVE-STOCK INDUSTRY	14	OUR TRAFFIC PROBLEMS.....	29
By James C. Stone.		Reviewed by Charles E. Blaine.	
THE ARIZONA CONVENTION.....	17	THE MARKETS	31
NEW MEXICO WOOL-GROWERS.....	18	Monthly Live-Stock Market Review by James E. Poole.	
RESOLUTIONS PASSED BY COLORADO ASSOCIATION	18	TRADE REVIEW	37
MEMBERSHIP OF LIVE STOCK COUNCIL ANNOUNCED	18	FOREIGN	38
NATIONAL LAND-USE PLANNING COMMITTEES HOLD FIRST MEETING.....	19	London Letter by Joseph Raymond.	
		ROUND THE RANGE.....	39

(Published at 515 Cooper Building, Denver, Colorado. Entered as Second-Class Matter June 11, 1919, at Post Office at Denver, under Act of March 3, 1879. Acceptance for Mailing at Special Postage Provided for in Section 1103, Act of October 3, 1917, Authorized on September 21, 1921.)

THE INTERMOUNTAIN LIVE STOCK MARKETING ASSOCIATION

A Co-operative Marketing Association—owned and controlled by members who are active in the live-stock business.

Bonded and Operated under Packers and Stock Yards Act—a federal law guaranteeing protection and fair practices at public markets for all shippers.

Offering National Combined Influence and Support—by the National Live Stock Marketing Association, with representative agencies on eighteen central markets.

Well Established and Operating Efficiently—September, October, and November of last year showed an increase of 66 per cent over the corresponding months of 1930.

Credit Available to Both Feeders and Producers—through the Intermountain Live Stock Credit Corporation.

Let us handle your next shipment! Write for detailed information to

The Intermountain Live Stock Marketing Association

401 Live Stock Exchange Building

Denver, Colorado

THE PRODUCER

THE NATIONAL LIVE STOCK MONTHLY

Volume XIII

DENVER, COLORADO, MARCH, 1932

Number 10

Steer-Feeding Contracts for 1931-32

BY A. F. VASS

Professor of Agronomy and Agricultural Economics, University of Wyoming



IT HAS NOT BEEN CLEAR TO CATTLE-producers why feeder-cattle prices have continued to decline, in the face of a light marketing of cattle and a normal supply of very cheap feed. The combined production of feed crops for 1931 is estimated at 103,500,000 tons, compared with 92,500,000 tons in 1930 and an average of 106,300,000 tons for the past ten years. This does not take into consideration the wheat crop, which is so cheap that it can well be figured as a feed crop during the 1931-32 season.

The beef cattle-feed ratio that exists at the present time is very favorable for the conversion of feed into beef; for, although the price of finished beef is relatively low, it is still considerably above that of feeds. Feed costs for the 1931-32 season will, in most areas, be about one-third less than in 1930-31.

The spread between feeder and fat-cattle prices is also very favorable for the feeder. The average price of good and choice slaughter steers on the Omaha market for the week ending January 16, 1932, was \$8.94 per cwt., compared with \$5.13 per cwt. for good to choice feeder cattle. This represents a margin, if present prices continue, of \$3.81 per cwt. A \$2 per cwt. spread this year will bring the average feeder a greater return for his feed and labor than can be secured by selling the feeds at the prevailing low prices.

The major reasons for the above favorable "ratio" and "spread" are: (1) heavy losses on cattle-feeding operations during the last two seasons, due to the declining price-level on all agricultural products; (2) inability of the feeders to secure local financial assist-

ance, due to their heavy losses on both crops and live stock during the last two years, and on farm products in general during the last ten years; (3) a scarcity of well-finished steers.

If the so-called "overproduction theory" would explain the agricultural depression of the last ten years, the beef-producer should be sitting on top of the world; for there was less beef per capita marketed in 1930 than in any year on record. It is interesting to note that, with this very low production and a very favorable tariff on beef, range-cattle prices have dropped about 50 per cent in the last two years. Agriculture, in its present unorganized state, is in poor condition to take its stand with the organized industries. Economic laws are not allowed to function in their normal way, and the "overproduction theory," as applied to agriculture at the present time, is pretty weak.

The producer is facing an unfavorable situation, in that his cattle are not bringing a price that will pay him 1 cent per hour for his labor, if a fair rate of interest is allowed on his investment. If the producer allows wages for the work done on the ranch, his rate of return this year will be about 1.3 per cent less than nothing, or minus 1.3 per cent. This does not take into consideration the loss on inventory values, due to the general decline in cattle prices, which brings the loss up to about minus 10 per cent.

The farmers in the feeding areas are facing an unfavorable situation, in that they are, in many cases, unable to secure the financial assistance which would enable them to feed cattle, and thereby market their feeds to better advantage; for, although cattle

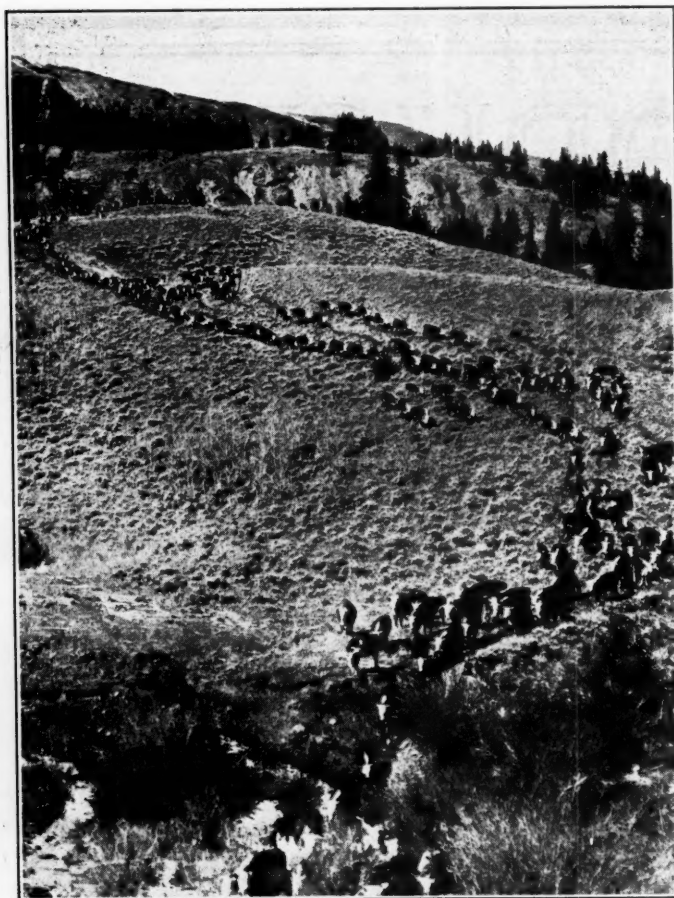


Photo C. J. Belden

**TRAILING DOWN OUT OF HIGH MOUNTAIN RANGES
AT APPROACH OF WINTER**

prices are low, they are not so low as the relative prices of feeds at the present time. If the feeders cannot secure the necessary loans, feed prices, as well as feeder-cattle prices, will very likely continue low.

The outright purchase of the cattle by the feeder is one of the best ways of handling the proposition; but where this is not possible, the next best thing may be for the farmer to feed on some form of contract whereby he can make the most efficient use of his feed and labor, without a large financial investment in the cattle.

Profit-Sharing Contracts

The writer has had many inquiries from farmers who have an abundance of cheap feed, and who wish to feed cattle, but who are unable to buy the cattle outright. In some cases they want to feed on contract, because they do not wish to assume the risk of another year of possible loss in feeding. They would rather feed on a guaranteed amount for gains put on, or else share the profits or losses with the grower, depending on whether slaughter-cattle prices go up or down.

The growers are willing, in many cases, to consign their cattle to the feeder, provided they can arrive at a satisfactory feeding plan. The grower

and the feeder both realize that a co-operative feeding plan, properly drawn up and carried out, may be advantageous to both parties. A saving in transportation and marketing costs may be made by "feeding in transit," and the cattle should reach the feed-lots in a shorter time, and in a healthier and better condition, which results in more satisfactory gains. Cattle that have been raised together on a ranch, and have had the same breeding and care, are more likely to develop in a uniform and satisfactory manner than cattle from different sources, whose breeding and environments have not been the same.

A feeding contract, in order to be satisfactory to both parties, should permit them to share in the profits, in proportion to their expenditures and risks in the enterprise. The same applies to the losses. The success of the enterprise will depend on the honesty, integrity, and ability of both parties. If contracts are unfavorable for either party, they will discourage contract-feeding of all kinds the following year. For example, lambs were fed in 1930 in a certain area on a contract that was not favorable for the feeder. As a result, all types of feeding contracts are looked upon with disfavor in that area.

In order to know just what each party is contributing to the enterprise, some standard of measure must be worked out, and definite values given for the services rendered.

Table I shows the items of cost, credit, necessary feeding margin, cost of feed-lot gains, and a sliding scale for different-priced two-year-old steers for the 1931-32 season. The steers are entered at a value ranging from \$5 to \$7 per cwt. The weight of the steers entering the feed-lot is 892 pounds, and their entering values, ranging from \$44.60 to \$62.44, are given in line 1.

Line 2 gives the feed cost per steer for a 133-day feeding period. The prices used for feeds are given at the bottom of the table, and are representative of feed prices in the feeding areas of Wyoming. If feed prices in any particular area differ from the above, the feed-cost item can be adjusted to fit local conditions. The feed cost this season is approximately one-third less than in 1930. The ration is based on the feeds used in the sugar-beet areas, and will have to be changed to fit Corn Belt conditions. The wet beet-pulp will, under Corn Belt conditions, be replaced by grain. The amount of feed is sufficient for an average daily gain of 2.1 pounds. The Corn Belt feeders will use more feed in the daily ration, but they will also have some gain on hogs run in the feed-lots, which should be taken into consideration when determining the pounds of total digestible nutrients required for a pound of gain.

The interest charges on the steer and on the feed are given in lines 3 and 4, and are based on five months at 7 per cent. Line 5 gives the charge for man labor, and is based on \$4 per day, where one man handles 165 head of two-year-old steers. Horse or truck labor is based on one team per man, or the equivalent in truck labor. The building and equipment charges are placed at \$1 per head, and the general farm expenses at 50 cents per head. The death loss is based on 1 per cent, and the marketing charge averages about \$1 per cwt., depending on the distance to market.

The total charges are given in line 11, from which is deducted the value of the fertilizer, which is figured at \$3.33.

TABLE I

ITEMS OF COST, CREDIT, NECESSARY FEEDING MARGIN, COST OF FEED-LOT GAINS, AND SLIDING SCALE
FOR DIFFERENT-PRICED TWO-YEAR-OLD STEERS FOR THE 1931-32 SEASON

Line	Price per cwt. for two-year-old feeder steers.....	\$ 5.00	\$ 5.50	\$ 6.00	\$ 6.50	\$ 7.00
1	Value of 892-lb. steer.....	44.60	48.06	53.52	57.98	62.44
2	Feed cost per steer.....	21.75	21.75	21.75	21.75	21.75
3	Interest on steer, 5 months, at 7%.....	1.30	1.43	1.56	1.69	1.82
4	Interest on feed, 5 months, at 7%.....	.63	.63	.63	.63	.63
5	Man labor, at \$4 per day.....	3.22	3.22	3.22	3.22	3.22
6	Horse or truck labor.....	1.21	1.21	1.21	1.21	1.21
7	Building and equipment charge.....	1.00	1.00	1.00	1.00	1.00
8	General farm expenses and miscellaneous.....	.50	.50	.50	.50	.50
9	Death loss, at 1%.....	.74	.79	.84	.88	.93
10	Marketing, at \$1 per cwt. (feed in transit).....	11.71	11.71	11.71	11.71	11.71
11	Total charge.....	86.66	91.30	95.94	100.57	105.21
12	Credit for fertilizer.....	3.33	3.33	3.33	3.33	3.33
13	Cost per head at market.....	83.33	87.97	92.61	97.24	101.88
14	Cost per cwt. at market.....	7.12	7.51	7.91	8.31	8.70
15	Necessary spread to pay all costs.....	2.12	2.01	1.91	1.87	1.70
16	Feed cost per 100 lb. gain.....	7.80	7.80	7.80	7.80	7.80
17	Other feed-lot costs per 100 lb. gain.....	3.08	3.15	3.21	3.27	3.34
18	Total feed-lot costs per 100 lb. gain.....	10.88	10.95	11.01	11.07	11.14
19	Credit for fertilizer per 100 lb. gain.....	1.19	1.19	1.19	1.19	1.19
20	Feeding costs, less fertilizer, per 100 lb. gain.....	9.69	9.76	9.82	9.88	9.95
21	Marketing costs per 100 lb. gain.....	4.20	4.20	4.20	4.20	4.20
22	Total charges, less credits, per 100 lb. gain.....	13.89	13.96	14.02	14.08	14.15
23	Cost per 100 lb. gain where feeder supplies feed, labor, equipment, and receives fertilizer.....	9.36	9.36	9.36	9.36	9.36

DAILY RATION USED IN COMPUTING THIS TABLE

	Feed	Amount	Price per Ton	Feed Cost in Cents	Total Pounds Digestible Nutrients
Days on feed—133.....	Grain	8 lbs.	\$15.00	6.00	6.35
Daily gain—2.1 lbs.....	Hay	10.3 lbs.	8.00	4.12	5.32
Death loss—1%.....	Beet pulp	56.0 lbs.	1.60	4.48	4.48
Value of fertilizer—75 cents per ton.....	Cottonseed cake	1.4 lbs.	25.00	1.75	1.09
				16.35	17.24

The value of the fertilizer, which depends on local conditions and crops grown, is figured at 75 cents per ton. The amount produced is calculated on the production of one ton per month per steer.

Line 13 gives the cost per head at the market, and, when divided by the weight of the finished steer, gives the cost per cwt. at which the steer must sell in order to pay all cost. The difference between the entering value per cwt. and the cost per cwt. at the market represents the "necessary spread" needed by the feeder. This ranges from \$2.12 per cwt. on \$5 steers to \$1.70 per cwt. on \$7 steers.

The feed costs per 100 pounds' gain are given in line 16, other feed-lot costs in line 17, and the total feed-lot cost in line 18. Line 19 gives the credit for fertilizer produced, which will vary in the different areas, and line 20 gives the feed-lot cost, less fertilizer, per 100 pounds' gain. Line 21 gives the marketing costs per 100 pounds' gain, and line 22 the total charges, less credits, per 100 pounds' gain.

One rather satisfactory and simple form of contract has been for the producer to allow the feeder a certain amount for gains put on in the feed-lot. The chief advantage of this plan is its simplicity, and the fact that the feeder's profit is based solely on the gains put on. The Holly Sugar Company has made extensive use of this type of contract in supplying feeder cattle to the farmers in the Torrington, Wyoming, section. Line 23 in Table I gives the cost

per 100 pounds' gain where the feeder supplies the feed, labor, and equipment, stands the death loss, and receives the fertilizer. According to this table, the feeder should receive approximately \$9.36 per cwt. for the gains put on two-year-old steers in the feed-lot this season, which is about 70 per cent more per pound than the grower is receiving for producing the steers.

Contracts Based on Market Price

Some have desired an agreement whereby the amount paid the feeder for gains put on in the feed-lot is based on the selling price of the finished steers. The feeder in this case shares with the grower the profits and losses due to changes in market prices. Feeders, as a rule, cannot put on gains at the price of the finished animal, and for this reason require a "spread" between the price they pay for the feeders and the amount they receive for the fat animals. The amount of spread required depends on the price and age of the feeders, and the prices that prevail for feeds and other items of cost. The younger the animal, the less the cost per pound of gain, and the older the animal, the greater the profit when the gain in

"spread" on the heavier animals is taken into consideration.

Based on 1931 feed prices and 6-cent feeder steers, the average feeder can feed calves for the market price of the gains. For example, 6-cent calves should sell for \$7.85 per cwt. at the terminal market in order to pay feeding and transportation costs, which is sufficient to pay for the cost of feed-lot gains.

Six-cent yearling steers should sell for \$7.93 per cwt. in order to pay all costs, but the cost of putting gains on the yearlings is approximately \$8.50 per 100-pound gain. The feeder in this case should receive the market price for his gains, plus one-third of a cent per pound on the original weight of the animal. In the case of a yearling steer weighing 656 pounds, the feeder should receive the market price for the gain put on, and an additional amount of \$2.19 per head.

Two-year-old feeder steers at 6 cents per pound should sell for approximately \$7.91 in order to pay feeding costs, and the feeder should receive market price, plus one-half of a cent per pound on the original weight of the steer. The 6-cent three-year-old steer should sell for approximately \$7.85 per cwt. in order to pay feeding costs; but, as the cost of putting on a pound of gain is \$10.62 per cwt., the feeder should receive the market price, plus two-thirds of a cent per pound on the original weight of the steer.

The feeder in all cases will stand the death loss, but pays no marketing charge. All items of cost have been taken into consideration, and the feeder is charged a fair value for the fertilizer, based on the table given by the writer on page 5 of the August, 1931, issue of THE PRODUCER. All weights, days of feeding, and gains are based on the same table. The items of cost are based on Table I of this article. A change in feed costs or price of the feeder steer will change the above ratio.

Cattle Share-Feeding Contract

Many of the cattle-feeders are interested in a feeding plan that will permit them to share in the net proceeds of the sale of the slaughter animals. The writer has a list of hundreds of Corn Belt cattle-feeders who are interested in feeding on a percentage or share basis. The number of steers desired per feeder ranges from 50 to 1,000 head. Some are unable to secure the necessary financial assistance, while others prefer to share with the producers the risk that may result from market changes.

In order to meet the above requirements, it is suggested that both grower and feeder share in the net proceeds of the sales, in proportion to their respective expenditures in the enterprise. If the contract is too favorable for one party, it means that the terms are unfavorable for the other party. The success of such a co-operative feeding contract depends

on the honesty, ability, and desire of both parties to make the contract a success. If either of the parties feels that he is not getting a fair deal, it will detract from the success of the enterprise.

In order to know what each party should receive, some standard of measurement must be worked out, so as to be able to give definite values for services rendered. Table I gives the values for such measurements, and may be used as a guide in drawing up contracts. Some difficulty has been experienced in this type of contract where the grower puts in the steers at the prevailing market price, the feeder supplies the feed, labor, and equipment at prevailing farm values, and the net proceeds from the sale of the steers are divided between the grower and feeder in proportion to the contributions that each has made. The following points should be taken into consideration and definitely agreed upon before the contract is signed. The suggestions given are to be used as a basis on which to formulate an agreement, and are based on two-year-old steers on feed for 133 days. When younger animals are fed, the larger number of animals handled per man, and the longer feeding period, should be taken into consideration. There is very little difference in the amount of feed and labor required to fatten the different-aged animals. The shorter feeding period required to finish the older animals compensates for the greater amount of feed used per day:

1. Value of live stock is based on the current ranch or farm values of feeders of similar grade and weight.
2. Valuation of feed is based on the current farm price of the feeds used. All feeds on hand and those purchased should be weighed in the presence of both parties, or a third party, in order that the actual amounts used may be checked.
3. Method of feeding should be agreed upon by both parties. The extent of pasturing and dry-lot feeding, and ration to be used, should be determined in advance. The feeder should keep and furnish the grower an accurate record of all feeds fed.
4. Seven per cent interest is allowed the producer during the length of the feeding period for his investment in cattle. The feeder is allowed the same rate of interest on his investment in feed for the same length of time.
5. The feeder is allowed wages for his labor, and a return for his horse or truck labor. This amounts to approximately 73 cents per steer per month for man labor, and 27 cents per steer per month for horse or truck labor.
6. The feeder is credited with \$1 per head for the use of buildings and equipment, and 50 cents per head for miscellaneous expenses.
7. The feeder receives the fertilizer, which has a value of approximately \$3.33 per head, when the fertilizer is given a value of 75 cents per ton. This is handled as a charge against the feeder, and is deducted from the amount he has contributed in arriving at his share of the net proceeds.
8. The minimum length of the feeding period, and the approximate amount of gains, should be agreed upon in advance. The steers should be well bedded, well handled, and fed in a way that will keep down death loss, and tend to fatten rather than grow them.

9. The grower and feeder should discuss and make approximate arrangements for a marketing plan. The approximate date and place of marketing and commission firm should be designated before the close of the feeding period. It may be desirable to agree on marketing plans at the time the contract is signed.

10. The division of the net proceeds, after shipping and marketing costs have been paid, will be made between the grower and the feeder in proportion to the amount that each has contributed.

11. The death loss is borne by each party in direct proportion to the amount that he has contributed to the investment, but arrangements may be made so that, in case of an abnormal loss, due to a specific cause, the responsibility may be determined, and the losses paid for accordingly.

12. A board of arbitration should be provided for. In the interest of both parties, a statement similar to the following should be included in the contract:

"It is the intention of the parties of both parts to fulfill all provisions of this contract, and in case of disagreement on any point or points to select an arbitration board of three, whose decision, after considering the case, will be accepted by both parties as final without recourse to courts of law. One member on the arbitration board will be selected by each party to the contract, the third to be chosen by the two members selected. In addition to the contracting parties, the contract should be signed by two witnesses, one of whom may be the local banker."

Table II shows the contributions that the grower and the feeder make in a share-feeding contract. The figures used in live-stock and feed valuations, and the final selling prices, are not to be considered as indicative of what should or will prevail during the 1931-32 season. The days on feed, weight, and gains on steers, feeding ration, and other items of cost, are based on extensive feeding investigations, and are indicative of what the good feeder may expect under normal conditions. If the original weights of the steers are lighter, or if they are fed for a longer period, and greater gains are put on, the feeder should receive a larger share of the proceeds:

TABLE II

CONTRIBUTIONS AND DIVISIONS OF NET PROCEEDS IN A TWO-YEAR-OLD STEER SHARE-FEEDING CONTRACT

Number of steers on feed.....	165
Number of days on feed.....	133
Average daily gain per steer.....	2.1 lbs.
Initial weight of steers.....	892 lbs.
Final weight of steers.....	1,171 lbs.
Grower contributes:	
165 steers, weighing 892 lbs., at 6 cents	
per lb.	\$8,830.80
Interest on steers for 5 months, at 7%..	257.57
	<hr/>
	\$ 9,088.37
Feeder contributes:	
Feed—	
87.8 tons grain, at \$15.....	\$1,317.00
113.0 tons hay, at \$8.....	904.00
614.5 tons wet beet-pulp, at \$1.60.....	983.20
15.4 tons cottonseed cake, at \$25.....	385.00
Interest on feed for 5 months, at 7% ..	104.69
Man labor, at \$3.22 per head.....	531.30
Horse or truck labor.....	199.65
Building and equipment.....	165.00
Overhead and misc. feeding expenses....	82.50
	<hr/>
	\$4,672.34
Feeder receives:	
725 tons fertilizer, at 75 cents per ton..	543.75
	<hr/>
	4,128.69
Investment of both grower and feeder.....	<hr/>
	\$13,217.06

Receipts:

163 1,171-lb. steers, 190,873 lbs., at 8 cents.....\$15,269.84
Shipping and marketing cost..... 1,908.73

Net proceeds\$13,361.11

Division of net proceeds:

Grower contributed \$9,088.37 of \$13,217.06, or 68.76 per cent.

Feeder contributed \$4,128.69 of \$13,217.06, or 31.24 per cent.

Grower receives 68.76 per cent of the net proceeds, or \$9,187.10.

Feeder receives 31.24 per cent of the net proceeds, or \$4,174.01.



ONE OF WYOMING'S BEST MOUNTAIN-VALLEY RANCHES

The type of steer-feeding contract to use is the one that is best adapted to local conditions. If the feeder carries the risk of a drop in the future market prices, he should receive the profits that go with a rising market; whereas the producer who carries the risk of the loss on a declining market should have the profits that go with a rising market. Their percentage of the net proceeds should be based on the percentage of contributions.

One of the simplest, and perhaps one of the best, forms of contract-feeding is where the producer allows the feeder a certain amount per pound for gains put on in the feed-lot. The producer carries the risk of a declining market, and the feeder carries the death-loss risk. The cost of feed-lot gains this year, in those areas where feed prices correspond to the ones given in the table, will be approximately \$9.36 per cwt. on two-year-old steers.

Where steers weighing 892 pounds are fed for 133 days, and put on a gain of 2.1 pounds per day, the producer should receive approximately 68.8 per cent and the feeder 31.2 per cent of the net proceeds. If the steers are fed for a longer period and a greater gain, the feeder should receive a larger percentage.

By use of the figures given for feed-lot costs in Table I, the ratio given in "Contracts Based on Market Price" and the figures given in Table II should enable the producer and the feeder to work out a contract that would be fair to both parties when steer and feed prices, rations, and other items of cost are adjusted to local conditions.

PRESIDENT'S ADDRESS AT SAN ANTONIO CONVENTION

BY HENRY G. BOICE

Phoenix, Arizona

THE EVENTS OF THE PAST YEAR ARE NOT A very pleasant subject for anyone to discuss, particularly before a group of producers. Probably the best thing that can be said about the year 1931 is that it has passed. It brought to the world and to the United States one of the most severe depressions in modern history. The shrinkage in property values ran into billions of dollars. Naturally everyone was affected by such a general condition. Live-stock producers have seen their product decline to a level considerably below that of 1921 and 1922.

The difficulty of doing business under conditions as they have existed during the past year was tremendously increased by a lack of confidence and uncertainty as to the developments of the future. The buying and selling of cattle has been an exceedingly difficult and unsatisfactory procedure, on account of the constantly lowering price-levels, and there has been a natural hesitation on the part of all those concerned either to close a proposition or to start a new enterprise.

While the live-stock industry has been tremendously affected by the conditions which existed during the past year, I believe that it has ridden the storm as well as any other industry in this country. The statistical position of the beef-cattle industry is favorable. The number of beef cattle in the country, according to the reports by the Department of Agriculture, has decreased between 1900 and 1930 from 34,000,000 to 24,000,000. The number of beef cattle in the United States for every 100 human population has decreased from 45 to 20. In other words, the actual supply of such cattle has decreased about 30 per cent, while our potential market has increased better than 60 per cent.

However, this does not tell the whole story. Our product is an intensely competitive commodity. It sells in competition with everything else on the consumer's table. The tremendous development in the advertising of food products has made contests for the satisfaction of the consumer's appetite a conflict which is intensely active and continuous.

The statistical position of the commodities which compete with beef on the table of the consumer is not nearly so favorable as that of beef cattle. There is unquestionably an over-supply of lamb, pork, and cereals. Beef has to be sold on the same market, and at prices corresponding to those which our competitors must accept. It is, therefore, reasonable to expect that the market price of beef will continue for some time on approximately the same levels as today.

This intensive advertising competition in the field of food products is undoubtedly partially to blame for the steady decline in the per-capita consumption of beef, which has been lowered within the period of 1900 to 1930 from approximately 68 pounds to 50 pounds. This reduction is partly offset by an increase in the consumption of veal, which during this period grew from 3.5 pounds to 6.8 pounds per capita.

While there are many obstacles and difficulties ahead of us, and no immediate prospects for material improvement, we can feel that our position is somewhat better than that of other branches of industry, and we can look toward the future with considerable optimism.

Railroads

In discussing transportation matters, we must do this with the realization of the absolute dependence of our industry upon adequate and efficient transportation facilities.

It behooves us as shippers of live stock to do everything

we can to be of assistance during these trying times in promoting the stability and efficiency of those who transport our products.

It seems to us, as shippers of live stock, that the great railroad companies have been very dilatory in meeting the changed conditions with respect to transportation. It seems to us that, before asking for increased freight rates, which would rest heavily upon the producer, the railroads should effect economies, such as the consolidations proposed by the Interstate Commerce Commission, and should provide some way of eliminating the enormous deficit in handling passenger traffic, which places an added burden upon the shippers of freight.

It also seems to us that the wages of railroad employees, which are the highest in railroad history, should be reduced. We believe that the railroad employees should meet present conditions by signifying their willingness to accept a voluntary cut in wages. The cost of living is materially reduced, the position of the railroads is jeopardized, and the economic recovery from the present depression is delayed by the maintenance of a wage scale out of line with general conditions.

We feel free to say these things, because we feel that the producers of essential food commodities are entitled to demand efficiency and economy on the part of those who transport our cattle, in order that the freight burden on our product may be at the lowest possible point, consistent with the stability of the transportation companies.

During July of this last year we finally received the decision of the Interstate Commerce Commission in Part 9 of Docket No. 17000. This docket was instituted by the commission itself under the Hoch-Smith Resolution in 1925. The record which was the basis for the decision in this case was closed in 1928, and the decision of the commission was based upon that record. On account of the materially altered condition of the live-stock industry since 1928, the officers of your association decided that they would ask to have the case reopened, in order that the commission might take into consideration the conditions of the industry at the present time. We are glad to report that the commission has granted this petition, and hearings will be held in the near future. We are in hopes that a more favorable decision will result.

You are, most of you, familiar with the application of the railroads for a general 15 per cent increase in freight rates. Without thought of expense, the officers of your association immediately proceeded to use every means in their power to fight any increase in live-stock rates. Under the leadership of our traffic counsel, our case was presented at two of the hearings held by the Interstate Commerce Commission. Our counsel presented an able argument in our behalf before the commission in Washington, with the result that live stock was exempted from any increase in freight rates.

In addition to these matters, our Traffic Department has, during the year, rendered service in connection with traffic problems to many of our state associations and many of our individual members, located throughout all of the western states.

Tariff

We have every reason to be thankful for the duties which were placed upon our products by the last tariff act. The most substantial benefits which we have received are probably the mandatory embargo on cattle and beef products from countries where foot-and-mouth disease is known to exist, and the curtailment of the importation of cattle and canned meats. As an example of the operation of the tariff, the imports of canned beef for the month of October, 1931, were approximately 1,000,000 pounds, as compared with 2,800,000 in October, 1930. Our markets were in an unstable

condition during the past year, and the exclusion of any amount of meat from our markets was undoubtedly beneficial to us.

During the last few months the control in Congress has greatly changed, and we find every morning that our newspapers tell us of movements being made by one interest or another for a reduction in tariffs. Agricultural products were the last to receive any substantial tariff protection, and they seem to be the first to be criticized. This means that your association will have to be maintained in a strong condition, so that it can watch this matter and protect your interest at such time as the present tariffs are taken up for revision.

Oleomargarine

We had all hoped a year ago that that discriminatory piece of legislation known as the Brigham bill, which was passed by Congress early in 1931, would satisfy the dairy interests, and that further legislation along that line would not be proposed. However, such was not the case, as the dairy people immediately had introduced in practically every state legislature in the Union bills of the most vicious nature imaginable. Many of these bills would, in effect, prohibit the sale of all oleomargarine.

Oleomargarine is a perfectly pure, harmless edible product, which sells at a more reasonable price than the article with which it competes—namely, butter.

The bills introduced by the dairy interests restricting the sale of oleomargarine were presented as measures for the relief of agriculture. As a matter of fact, their passage would provide doubtful relief for only one branch of agriculture, at the expense of other branches of the same family. It would be just as logical for the beef-cattle interests to introduce bills placing a heavy license on all those who sell fish or chicken, or other things which are not so good food as beef, but which compete with beef on the table of the consumer.

We are glad to report that most of this proposed state legislation has failed of passage, but only after strenuous defense had been made by our live-stock associations.

Yardage and Commission Charges

For several years the officers of your association have been using every effort to bring about a reduction in yardage and commission charges at the central markets. The demand for these reductions is more insistent, and has even greater justification, today than when these hearings were inaugurated. The decisions of the examiners under the Packers and Stock Yards Administration in the Department of Agriculture have been 100 per cent in favor of a reduction of these charges. However, the stock-yard companies and the live-stock exchanges have resisted these reductions to the utmost, and have carried some cases into the courts.

The developments in this connection necessarily make the producers of live stock wonder at the attitude of these market agencies, which have handled such a great volume of our production, and which have always portrayed themselves to us as being intensely interested in the welfare of the producers.

With the price of beef cattle at such extremely low levels, and with the producers writing off losses by the millions, and struggling to keep from going broke, it is hard to believe that these market agencies would not join with us in the establishment of marketing charges in harmony with present conditions. But such is not the case, and we are forced to carry these cases to the courts to get what seems to us a fair, just, and reasonable reduction in the expense of marketing our cattle.

Our association will continue to press this matter, so that the shippers may receive marketing charges consistent with present conditions.

National Live Stock and Meat Board

The intensive advertising that is being carried on to promote the consumption of various food commodities was referred to briefly in the beginning of this address. The live-stock men are represented on the battle lines of this conflict by the National Live Stock and Meat Board. It has accomplished wonders in defending the position of meat on the table of the American consumer. However, as all of you have realized, it has been handicapped for want of funds. Two years ago and a year ago this association went on record as favoring the collection of 25 cents per car on all our stock shipped to market. For one reason or another, the collection of this 25 cents per car has been delayed until during the summer of the past year, at which time a few of the market agencies started the collection of this fund. Since that time others have joined in the collection of money for the Live Stock and Meat Board. We are glad to report that the prospects of these collections being continued are very favorable. However, there is still much to be done in bringing about a 100 per cent collection of the 25 cents per car on all cattle shipped, to provide ammunition for our representative in protecting a market for our product.

Bovine Tuberculosis Eradication

Two years ago the United States Live Stock Sanitary Association (an organization of sanitary regulatory officials of the various states) recommended to the Bureau of Animal Industry that all cattle moving in interstate commerce be tested for tuberculosis, or carry a certificate showing that they originated in a territory which was accredited under certain stringent regulations.

The resolution called for this regulation to go into effect July 1, 1932. The promulgation of such a regulation would have been tremendously costly and absolutely unfair to the western range men, because tuberculosis is practically nonexistent among western range cattle, and the provisions for establishing accredited areas were such that it would be impossible for western range areas to become accredited.

The demand for such a regulation arose principally from those areas where so much difficulty has been encountered from the prevalence of bovine tuberculosis in dairy cattle. The stamping-out of tuberculosis among dairy cattle is a tremendously worth-while enterprise, and has the whole-hearted support of the beef-cattle producers. They are also heartily in favor of curtailing the spread of bovine tuberculosis in every practical way, but they feel that the proposed regulation was unnecessary, unfair, and injurious to their interests.

In order to resist such a move, a committee of this association was appointed, headed by J. Elmer Brock, president of the Wyoming Stock Growers' Association. Mr. Brock, Mr. Carey, the secretary of this association, and other stockmen attended the last meeting of the United States Live Stock Sanitary Association in Chicago in December. Due to their efforts, and with the assistance of other veterinarians from western states, the association passed a resolution changing its former action by asking that the proposed regulation be put into effect July 1, 1934. This was a very effective and beneficial service, as it gives us some time—although not sufficient—to work out a solution of the problem which faces all live-stock producers.

It is our hope that during the breathing spell which we have obtained the live-stock producers of the various western

states will start in immediately to collect all possible information as to the extent of tuberculosis among range cattle, in order that, when this question comes up later, as it will, the facts showing the almost total absence of tuberculosis among range cattle can be presented to the proper authorities. This can be done with a minimum of expense and inconvenience. This information, together with packing-house records, which show a constantly declining percentage of condemnations, gives us a basis on which to discuss this matter with those who are very properly interested in the eradication of bovine tuberculosis.

We should not interfere with any practical program for curtailing the spread of tuberculosis among cattle, but I believe that it is possible to collect such a mass of convincing evidence before 1934 that our range areas will be given an accredited standing, and the expense of tubercular testing among range cattle in interstate shipments will not be required.

Biological Survey

During the past year the United States Biological Survey has been subjected to several vicious attacks by people who are completely uninformed, both as to the conditions in the West and as to the work of the Biological Survey. This association has for years indorsed the work of the Biological Survey, and has used its influence to secure proper appropriations for that work. The stockmen of the West are still whole-heartedly in favor of the work of the Biological Survey being continued, and are wholly in favor of the ten-year program which has been prepared.

The criticisms of the Biological Survey come principally from eastern associations for the preservation of wild life. They do not realize that the stockmen of the West are among the greatest real lovers of wild life, and have done more for the preservation of game and wild animals than any other one class of people. The cattle-ranchers of the West have provided probably the best game preserves in the whole country, and no one enjoys more the wild life of this western country, nor takes a greater interest in preserving it, than the average live-stock producer.

The Biological Survey also has used its efforts, and is continuing to act as one of the great agencies, for the preservation of wild life. However, the stockmen and the Biological Survey are making and should make an intensive war on the predatory animal and the range-destroying rodent. It is just as necessary and just as logical for the stockmen and the government, through the Biological Survey, to protect the herds of the stockmen, and the feed which those herds live upon, from destruction by predatory animals, as it is for the average citizen to protect his home and his business from the thief and the robber, with the assistance of the policing department which is maintained by the taxpayers. That is what is being done today for the stockmen, by themselves and the Biological Survey, in a very effective and efficient manner.

If the eastern conservationists of wild life want to preserve the species of predatory animals and range-destroying rodents, let them establish reserves in places where these animals can do no damage, and not maintain these destructive animals upon the ranches and farms, and at the expense of our live-stock producers.

We believe that the antagonistic propaganda referred to is being effectively resisted, and that the program of the Biological Survey will not be interrupted. It will be the purpose of this association to promote and assist that program in every possible way.

Retail Prices

We have seen the retail price of meat maintain a level considerably in excess of that which seemed to be justified by

the declining live-stock prices. We have also seen the consumption of beef constantly declining. These facts indicate problems which are of first magnitude.

It seems as though there should be some way of reducing the spread between the wholesale price of beef and the retail price. In considering this problem, we immediately discovered that the retailing of beef is tremendously expensive, on account of expensive refrigeration, expensive show-cases, and expensive skilled labor.

The retailing of meat is in the hands of an extremely large number of dealers who handle an extremely small volume of business, with the result that, even at the large write-up in prices, the retailer is making very little, if any, money on account of his small volume. The public is partially to blame for this situation. The housewife apparently demands that she be allowed to purchase her meat at the same place she purchases her groceries, and in a way forces the corner grocery store to maintain an expensive meat-counter.

It has been thought that this situation could be remedied if the larger packers could be allowed and persuaded to enter the retail meat business. Undoubtedly this would have a beneficial result. However, the only real solution appears to be the consolidation of our retail markets into a smaller number of shops, which will have sufficient volume to carry the overhead, and supply meat to the consumer at a margin with a reasonable spread, thereby materially reducing the price to the consumer.

Anything that can be done to bring this about will undoubtedly cause a reduction in the retail price of meat.

Grading of Meats

In my opinion, one element in the declining consumption of beef is the increasing volume of poor-quality beef which is going into consumption. I believe there is nothing which will promote the consumption of a greater amount of beef more than the placing of good beef on the table of the consumer. The difficulty arises at present from the inability of the consumer to tell good beef from poor beef prior to the time he eats it. If a practical and uniform system of grading beef could be placed in effect, the consumer who wants choice beef will not be disappointed in his purchase, and the consumer who wants the most beef for the money he has to spend will likewise not be disappointed in his purchase. Under such a system, it is reasonable to believe that a better satisfied demand for beef will result, and that consumption will be improved.

An adequate and uniform stamping system would eliminate the tendency which has existed during the past few months to hold up the prices of all meat on account of the relatively high prices that have been paid for a limited number of long-fed cattle.

This matter is of increasing importance on account of the growing volume of the by-products of the dairy industry which are going into beef consumption. Many of you may not realize that in 1930 there were 8,000,000 more dairy cattle in the United States than there were beef cattle. The volume of this dairy beef which is being sold in competition with the product of beef animals is increasing year by year. The situation has become extremely acute on account of the depression in the dairy industry, which has caused a tremendous additional volume of dairy cattle to go to the slaughter-houses.

The dairy associations are at the present time urging their members to get rid of 10 per cent of their herds. The only method of getting rid of them is to slaughter them for beef and sell them to the American consumer.

Unquestionably this tremendous volume of low-grade beef which is passing on to the table of the consumer, with no

facilities provided for him to distinguish between the low-grade beef and the high-grade beef, will cause our public to become more and more disgusted with roast beef and beef-steak as articles of food for its enjoyment.

It, therefore, seems essential that the present grading of beef be extended on a uniform basis, in order that the consumer everywhere may know what he is buying, and can make his purchases to fit his needs.

Forest Reserve Fees

During the last year there has been a request made of the Secretary of Agriculture—which he denied—for a reduction in grazing fees. There has also been introduced in Congress some legislation affecting grazing fees. It is our opinion that an adjustment of the forest grazing fees will not be made until the end of the present ten-year permits in 1934. However, stockmen should prepare now for the presentation of their request for lower fees when the matter comes up for decision.

The agitation of this question in the past has had injurious effects upon our industry, and continual agitation will undoubtedly result in more harm than good, unless discretion is used. Above all things, it seems that the matter should be kept out of the hands of Congress and left with the officials of the Forest Service. So many of the eastern members of Congress are entirely unfamiliar with conditions of grazing on the national forests that it will be difficult to get a proper settlement of this question by legislation.

Much more can be accomplished by working out some satisfactory adjustment of the conflict between the recreationists and the hunters, on the one hand, and the live-stock producers, on the other, than by agitating the grazing-fee question. This conflict is gradually becoming more acute, and the producers will surely get the worst of it unless we proceed diplomatically to adjust these matters with the forest officials as they arise.

Public Domain

Almost since the beginning of this association, it has been trying to accomplish something in connection with the public domain. As far back as our records go, it has been endeavoring to persuade Congress to do something for the conservation and proper utilization of the public domain. For many years this association worked diligently for federal leasing—for providing authority to lease these lands. In order that the lands could be controlled and used in a proper way, we framed an act to go before Congress. In 1930, President Hoover appointed a committee of outstanding men from the various western states to consider this important problem. Their report has now been made.

There is one other question in connection with the use of the public domain. I refer to the recent enactment of special legislation providing for grazing districts. This has been in use in Montana and in one place in California. At the present time the machinery seems to be a little cumbersome, and it is doubtful what the final result is going to be. We must admit, however, that those who are using these grazing areas seem to be convinced that this is the solution of that particular problem.

Finances

With the new finance corporations which have recently been organized, I believe that there are ample credit organizations to take care of the credit needs of most of the range territory. There are, of course, in times like these, many requests for credit which must of necessity be denied by sound credit agencies. These give rise to complaints of our credit system.

The welfare of everyone engaged in our industry is

dependent to a large extent on sound financing. We must remember that whenever our credit agencies extend credit to those who are not entitled to credit, the whole industry pays the bill.

There is, however, a need at the present time for a thorough understanding of the live-stock business in the granting of credit, in order that the market may be protected from unnecessary liquidation. It has been my experience that the officers of our present credit organizations are becoming more thoroughly familiar with the needs of the industry than ever before, and that the present credit needs will be considered with a proper understanding.

Debentures

It has come to my attention that some of the intermediate credit banks are having difficulty in lending money to live-stock producers, on account of their inability to sell their debentures, and also that the interest rates on debentures are becoming exceedingly high. I cannot help but sound a word of warning to the effect that, in our efforts to remedy one situation, we must be careful not to do more harm in another direction. I refer to the effort that has been made to make credit debentures subject to discount with the federal reserve banks. Our Federal Reserve System is one of the most successful organizations for liquidating credit on a short-time basis that the country has ever had, and I seriously question the advisability of opening the door of that institution for long-term credit, which will have the tendency to make our federal reserve banks less liquid and less able to serve the purposes for which they were organized. It seems to me that it would be much better for the government to guarantee these debentures, and in that way reduce the interest rate and provide a better market.

Federal Farm Board

Since the organization of the Federal Farm Board, about three years ago, the government has been legally and financially promoting the organization of producers into producer-owned associations for the control and marketing of their products.

As a result of the activities of the Farm Board, this western territory is now served by both a national association and local associations, which are attempting to assist the producer in the marketing of his live stock. The accurate and comprehensive information which is being made available by these organizations is of great value to the live-stock industry, and will contribute to more intelligent handling of our product in the future. The teaching of the principles of co-operation, the working together, one with the other and each for all, is going to be a benefit to all producers, which will be realized more and more as time goes on.

This association has been for many years in active support of all things which would bring about a more direct method of moving live stock from the producer to the feeder. We hope that the Federal Farm Board's program will provide its help in promoting the more direct methods of handling our products. This is economically sound, and should be the goal toward which all live-stock organizations should work, to eliminate all economic waste by moving our product, which is extremely perishable, in the most direct way from the producer to those who process our cattle, and on to the consumer's table.

The attitude of this association toward the Federal Farm Board has been that of support, in order that it might have ample opportunity to work out its principles and its program, to see if benefit can be derived for the live-stock industry.

That is still the policy of this association, and it is ready now, as it has been in the past, to assist the Federal Farm Board to carry out its program.

Taxation

When each of us has scrutinized his expenses with a view to reducing the cost of production to meet present market conditions, we have run across an item which has increased from year to year, and over which it seems we have no control. I mean taxes.

There are ways in which we can combat this rising tax burden. It is not enough to work with our local assessor to have property values placed on the right basis. We must go farther than that. We must, in the first place, elect men who will stand for economic measures to Congress, to our legislatures, to our county governing boards, and to our boards of school trustees. These are the men who make appropriation of our money, and thereby create the tax burden which we have to carry.

It is absolutely essential that each of us take an active interest in the election of these officials, in order that the cost of government may be reduced, and that the money spent by our government agencies may be spent in a more efficient and economical manner.

This may seem a roundabout way to reduce this item of our expense, but it is the only way, and it should receive a lot of our thought and time.

Conclusion

In times like these it behooves all of us to stop and analyze the effects of present circumstances and changing conditions upon the character of each of us. There has been so much said about the need for assistance by the agricultural producers that there has unconsciously developed an idea that the agricultural producers are subjects for charity. There has been evident a feeling that this or that should be given to us free, and it looks as though there is developing in the minds of some of the agricultural producers a "give me" attitude, which places them upon a charitable basis instead of a business basis.

I am extremely anxious that the live-stock producers do not develop this attitude. We are engaged in an essential and an honored business. We are men who are accustomed to doing business on a business basis, and paying for what we get. We cannot afford to deal with our government in a manner different from that in which we would deal with another business man. We cannot expect our government to take money collected from taxes and donate it to us. Such dealings would weaken the character of each of us, prevent us from looking the world in the face, and unconsciously place us in the position of those who are not dealing on a business basis, but who are asking for charity.

I hope that we, as live-stock producers, in the years to come can look the world squarely in the face, with a consciousness that, even though the depression left our business bent and sometimes broken, our character is still untarnished.

In conclusion, I want to say that the members of this association have every reason to feel proud of its activities and accomplishments during the past year. The real work of this association has been done by our secretary, Mr. Mollin, and our traffic counsel, Mr. Blaine. We are extremely fortunate in having the loyal, efficient, and capable services of these two men. They have been a credit to us wherever they have appeared in our behalf, and I am sure that you appreciate the success with which they have represented our interests. It is only by organization that the individual live-stock producer is able to command the services of such men as we have in our

employ, and that is one of the strongest reasons why this organization is entitled to your support, morally and financially.

In this day of intense competition, all industries are organized, and those organizations are constantly active in behalf of the people engaged in those industries. If our industry is to survive, and those engaged in it are to be allowed to continue to operate, then our organizations should be kept alive and healthy and strong.

I see no reason why this organization should not continue to serve you economically and effectively, as it has in the past.

SECRETARY'S REPORT AT SAN ANTONIO CONVENTION

BY F. E. MOLLIN

Secretary, American National Live Stock Association, Denver, Colorado

THE YEAR JUST PAST HAS BROUGHT SERIOUS problems to every individual live-stock producer, who has been faced with the necessity of reducing operating expenses wherever possible, in an effort to match declining revenues. Such retrenchment as is necessary and feasible to preserve the business of individuals is unfortunately denied to organizations like the American National Live Stock Association, if they are to be able to meet the heavy demands made upon them by the unusual conditions now prevailing. While we have in common suffered declining revenues, the extra work forced upon our Traffic Department by the attempt of the railroads to increase freight rates 15 per cent, and by the long-drawn-out struggle in Docket No. 17000, has necessitated an increased outlay in your behalf.

Mr. Blaine's report covers in detail the work of his department, and I will only say that it is work exceedingly well done. If no other activity were undertaken, the association should receive the support of every cattle-grower or feeder in the West on that score alone.

Tariff

The year has been marked by two major activities in regard to the tariff. First, a hearing was held before the United States Tariff Commission early in the year, in response to a resolution introduced in the Senate by Senator Howell, of Nebraska, urging an increase in the import duty on hides. In presenting evidence in support of the requested increase, your secretary had the full co-operation of the American Farm Bureau Federation and the National Co-operative Milk Producers' Federation. While the Tariff Commission dodged the issue and stated that "a finding with respect to the rate of duty . . . is not warranted at the present time," at least we prevented an adverse decision, which would have been difficult to get around when the issue is again opened up.

Secondly, a request for a decrease in the duty on cattle was made of the Tariff Commission by the Live Stock Exchange at Lancaster, Pennsylvania. In vigorously protesting against even a hearing being ordered, at a time when our markets were flooded with domestic shipments, your association was again joined by the American Farm Bureau Federation and by many other farm and live-stock organizations. After several months' delay, the application was withdrawn.

At the Pan-American Conference held in Washington in October of last year, a resolution was adopted urging a modification in the policy of this country toward the embargo on South American beef. Since then the Secretary of Agriculture has been asked to interpret the Tariff Act so as to permit imports from certain areas claimed to be free of foot-and-mouth disease. It is apparent that eternal vigilance is the

price of protection, and that the signing of a tariff bill is only the signal for attempts either to alter the rates to your detriment or to subvert the plain intent of the act.

Oleomargarine Legislation

The dairy industry has relentlessly pushed its campaign for a practical monopoly of the market for any kind of table spread. In many state legislatures bills have been introduced prescribing such heavy taxes on the sale of all oleomargarine, regardless of the product from which it was manufactured, or imposing such heavy license fees on the handler thereof, either at wholesale or at retail, or both, as practically to prohibit trade in this commodity. Live-stock interests generally fought these bills, and were successful, in many cases, in bringing about their defeat. In Colorado, Wyoming, and Nebraska compromises were effected by exempting product that contained a fixed percentage of animal fats.

National legislation was secured by the same interests in the passage of the Brigham bill, which taxes all oleomargarine exceeding a very strict color line 10 cents per pound. It is not generally understood that, prior to the passage of this bill, oleo oils were fast being displaced in the manufacture of oleomargarine by cheap imported vegetable oils. The Brigham bill, while somewhat reducing this competition by taxing any product colored with palm oil 10 cents a pound, is discriminatory in that it places the same tax against product naturally colored with yellow oleo oil.

The export demand for oleo oil is also dwindling, and the live-stock industry is confronted with the fact that out of some 312,000,000 pounds of oleo oils produced in this country in the fiscal year ending June 30, 1931, less than 45,000,000 pounds were used in the manufacture of oleomargarine, and only about 55,000,000 pounds exported. Of the remainder, some 35,000,000 to 40,000,000 pounds went into cooking compounds, in competition with lard and vegetable-oil products, and the rest mostly into soap fats. The Brigham bill was in effect less than one month of this period, so that it cannot be charged with much of the blame for this drastic restriction in the use of oleo oil.

It is high time that the domestic producers of all kinds of animal and vegetable fats united in a campaign to remove the restrictions against the sale of product manufactured 100 per cent from domestic fats, and your association should take the lead in this matter.

Under present conditions, with hides selling very cheap and oleo oil being relatively worthless, the by-products little more than pay the cost of slaughtering and distribution, whereas formerly a credit of 2 to 2½ cents a pound was given the carcass beef for by-products.

The real enemy of the producers of all domestic fats, including butterfat, is the heavy importation of cheap foreign oils—principally coconut oil and whale oil. The Brigham bill should be amended to tax all oleomargarine, regardless of color, 10 cents a pound, exempting product made 100 per cent from domestic fats. State legislation should be similarly modeled.

The dairy industry should join hands with other domestic producers to bring about such legislation, as it will take the combined efforts of all groups to insure success. We are now working with the cotton-oil people to this end.

Both the cotton-oil interests and the live-stock industry have made every effort to harmonize their action with that of the dairy industry. We must now insist that our efforts in this direction be reciprocated, and that no undue advantage be taken by the dairy interests.

Hearings under Packers and Stock Yards Act

Further progress has been made in the long-continued campaign of the association for lower commission, yardage,

and feed charges at the public markets. A hearing as to commission charges was held at St. Joseph, in which your secretary appeared as a witness. A decision was rendered lowering commission charges at Sioux City, and the lower rates are now in effect there. Decisions were likewise made in the Denver and St. Joseph stock-yard cases, reducing the rates on cattle 20 per cent, and on calves 28 per cent. Unfortunately, the stock-yard companies appealed the decisions, and the opinion of the court has not yet been rendered. There are several other cases pending with the department, and action on them is expected in the near future.

National Live Stock and Meat Board

The work of the National Live Stock and Meat Board continues to have the full support of the association. Our vice-president, Charles D. Carey, of Wyoming, was re-elected chairman of the board, and he and Mr. Pollock have worked hard to get the collection of the 25-cents-per-car assessment started at all the markets. It does not speak well for the state of industry co-operation existing today that live-stock growers for over two years have pleaded that 25 cents per car of their own money be turned over to the Meat Board, and still the collection is not being made at certain markets. The packers have indicated their willingness to match every dollar that the producers put up.

Consent Decree

In January, 1931, Justice Bailey, of the Supreme Court of the District of Columbia, ruled on the petition of the packers for modification of the Consent Decree. He denied them the right to engage in the retail business, and left in force the provision directing them to dispose of their interests in stockyards. He granted modification as to the right to handle in a wholesale way many commodities other than meats, thus permitting economic use of their refrigerator cars, branch houses, and other facilities for distribution of their product. The case has been appealed to the Supreme Court of the United States, both by the government and by the wholesale grocers' organization which are intervenors in the case. Our attorney, George A. Clough, of San Francisco, has filed a brief with the court in favor of modification along the line recommended by Justice Bailey. The final argument on the appeal will be held February 29, 1932.

Miscellaneous Activities

I will not attempt to detail the routine activities of the association or the many conferences attended. It has been our aim to give full co-operation to any organization that is working toward the same goal as we, regardless of whether it contributes to the association or not. This applies likewise to the work of Mr. Blaine, whose advice is often asked by people in no way connected with us. It is an unfortunate fact that the cattle-grower still retains much of the individualism which was a necessary characteristic in the pioneer days, and does not give his associations the support to which their record of accomplishment entitles them. We have dealings with few, if any, groups that are not better organized and better financed than we are. Today all three of the national farm organizations are well represented in Washington, aggressively pushing legislation to remedy agricultural ills. It would be necessary for us to float a bond issue if I were suddenly called to Washington. And yet the average condition of the live-stock business during the past ten years has been much more favorable than that of the general farming industry.

It is needless to say that there is no let-up in the activities or the strength of the various powerful organizations with which we must from time to time cross bats in playing our necessary game.

A long-time supporter of this association wrote me recently that he thought it would be well if all existing live-stock organizations were disbanded; that in six months conditions would force them to reorganize; and that the fellows who now sit idly by, giving neither of their time nor of their money, would be in the front rank of the organizing crew. Perhaps he is right. Something is needed to stir stockmen to a keener sense of their joint responsibilities, and thus make it possible to bring about a better distribution of the burden of paying for work that benefits them all. No association can please every individual all the time, but there is no room for substantial division on the major matters which occupy our attention. Majority rule has always guided our action, and no one should withhold support because of minor divergences of opinion.

The program for the future is a full one. The continuation of the activities mentioned above, a heavy calendar for the Traffic Department, marketing problems which will be more to the fore during the next year or two, and the strong probability of a new tariff bill being written in 1933, demand your attention and support. Insistent demands are being voiced for lower tariffs, and no doubt the strongest effort will be made to reduce agricultural duties, and to put the burden of sustaining our export trade on the farmer and live-stock producer. Gladly would the industrialists suggest that we sacrifice our raw materials on the altar of free trade, in order to fatten their own bank accounts.

Your officers many times have to make quick decisions on matters of great importance to the industry. While we are only human and like to hear praise of the work done, I believe constructive criticism is more important than praise, as it gives us a better idea of what is going on in your minds. Do not hesitate to write and express your views of pending matters, or your criticism of action already taken.

I wish to express my appreciation of the splendid backing given me at all times by President Boice. He has given more of his time and money than most of you realize. Likewise I wish to testify to the fine co-operation given by Mr. Blaine, as well as by many members of the Executive Committee and other committees. The members of the Finance Committee have labored against heavy odds, and have brought many new men into the membership of the association. This year, if each member would appoint himself a committee of one to secure a new member for the association, our financial problem would be solved. It is not an impossible task.

The association is what you make it. There is a great field open for action ahead. If you will furnish the sinews of war, there is no reason why the record of future accomplishment should not fully match that of the past, of which the old members of the association can well be proud.

BETTER TIMES COMING FOR SHEEPMEN

BETTER TIMES FOR WOOL-GROWERS WERE FORECAST by J. B. Wilson, general manager of the National Wool Marketing Corporation, at the annual meeting of that body in Chicago in January. Production next year should be greatly curtailed, in his opinion, with a consequent advance in prices. During the first ten months of 1931, he said, 357,000,000 pounds of wool had gone into consumption, compared with 294,000,000 pounds for the same period in 1930, as a result of low inventories at textile mills, making it necessary to fill stores. The Farm Board, declared Mr. Wilson, had been performing an almost impossible task extremely well.

Sol Mayer, of San Angelo, Texas, was again chosen to head the organization, and J. B. Wilson, of McKinley, Wyoming, was re-elected general manager.

ORGANIZATION IS GREAT NEED OF AMERICAN LIVE-STOCK INDUSTRY*

BY JAMES C. STONE

Chairman of the Federal Farm Board

IT IS A GREAT PRIVILEGE YOU HAVE GIVEN ME OF appearing on the program of your annual meeting, which you are holding in the largest cattle-producing state in our nation. It is of added interest that you are holding it in a city rich in the history of the cattle business, and to a large extent rich from the profits of the cattle business. I am sure you have a welcome here, and not only an understanding of your problems, but a sympathetic attitude from the people of this great city.



JAMES C. STONE

Chairman, Federal Farm Board

I believe it is well at the outset that we have a look at the tremendous size and economic importance of the live-stock and meat industry. I am sure you are conscious of the part you play daily in the life of our nation in supplying one of the major food products; but I believe it is well that we apply the measuring-stick of numbers and dollars to that industry, since more than half of all the agricultural income of our nation is derived from live stock and live-stock products.

115,000,000 Animals Used for Meat and Lard

In 1931 the live-stock industry produced over 16,500,000,000 pounds of meat and over 2,250,000,000 pounds of lard. Deduct-

*Address delivered at the convention of the American National Live Stock Association, San Antonio, Texas, January 29, 1932.

ing the amount exported, the American people consumed approximately 6,000,000,000 pounds of beef, or nearly 50 pounds per capita; 800,000,000 pounds of veal, or about 7 pounds per capita; 8,750,000,000 pounds of pork, or about 70 pounds per capita; 800,000,000 pounds of lamb and mutton, or 7 pounds per capita; and 1,800,000,000 pounds of lard, or nearly 15 pounds per capita. This supply of meat and lard required you and other live-stock producers to furnish 12,000,000 head of cattle, 8,750,000 calves, 71,000,000 head of hogs, and 22,750,000 sheep and lambs. To supply this staggering tonnage of food, it was necessary for you to maintain on your farms and ranches 60,000,000 head of cattle, 55,000,000 head of hogs, and 52,000,000 head of sheep.

There is a lot being said today about the size of industries and their importance, but yours certainly is one to command consideration and respectful attention, and any effort that can be made by either private industry or through legislative action to improve the status of an industry of its size would be justified.

Changes Are Being Made in Live-Stock Production

Several factors indicate that progress has been achieved in recent years in improving live stock, both in the production of quality of live animals and in providing the size and quality of cuts of meat demanded by present-day consumers. The average weight of cattle slaughtered under federal inspection during the last five years was 952 pounds, compared with an average of 967 pounds during the five-year period from 1921 to 1925.

There has been a steady increase in the proportion that cattle and calf slaughter forms of the cattle production, which indicates a higher percentage of the calf crop being saved and a higher percentage of marketing of younger cattle. The number of cattle on farms has decreased materially since 1920, but the number of cows kept has changed little since 1920. This increasing proportion of cows means that cattle production, in terms of total tonnage of beef and veal, can be increased or decreased more rapidly than was possible in earlier years, and offers a possibility of stabilizing the tonnage of beef.

The swine-grower has not made so much progress as the cattleman in matching consumptive demand with a lighter-weight carcass of pork, in line with present-day trends of consumer buying of smaller cuts. The average weight of hogs slaughtered under federal inspection has increased since 1921, reaching 234 pounds last year, in spite of the opposite trend in demand. Several factors, however, have tended to increase the weight of hogs marketed, even though swine-growers realize that the consumer favors a hog weighing under 220 pounds. One of the most important causes of the increase is the concentration of hog production in the western Corn Belt, where the large proportion of corn to the hog population makes for economy for farmers to market hogs at relatively heavy weights, since transportation charges are such an important factor in the movement of corn to market. In 1931 the western Corn Belt had over half of the total hog supply of the country, whereas in 1920 only 37 per cent of the total was located in that area.

The sheep industry is practically on a lamb basis now. The number of sheep in federal slaughter constituted less than 10 per cent in late years, whereas in pre-war years they constituted approximately one-half of the total.

More Cattle Are Being Fed in Area Where Produced

Several changes have taken place during the last decade in the location of slaughter supplies of cattle. More cattle are being fed each year in this great Southwest country. Low

feed costs, cheaper land, and favorable climate, insuring rapid gains, enable southwestern cattlemen to compete with Corn Belt feeders. Likewise, there is a growing tendency among stockmen in the Pacific coast sections to finish their live stock for slaughter. Agricultural leaders in the cotton-minded South are now advocating diversified farming, including live stock. Along with this growing tendency to feed cattle in the outlying districts, cattle-feeders in the Corn Belt are raising an increasing proportion of their feeder calves.

Most of the increase in cattle numbers since 1928 has been in the west north-central states. Expansion in the western range states has been very small during this period, partly because of the competition for the available range for the large number of sheep in those states. A possible reduction in the wheat acreage in some of the dry-farming areas may mean that more feed and forage crops will be produced, and attention to cattle production and feeding will be resumed. Other sections of the country where land is rough, and not so well adapted to modern machinery, may be switched from the production of grain crops to pasture and hay, which will mean an increase in live stock carried.

In times of low prices for live stock the cost of transportation is more noticeable, and may cause a further shift in production of feeder animals in the Corn Belt and an increased production of feed in the range country.

Spread between Retail Meat Prices and Price of Live Stock Too Wide

In 1931 the American public paid approximately 20 per cent less than in 1929 for its meat supply, and 14 per cent less than in 1930. Farmers, however, received about 40 per cent less for their live stock than in 1929, and 30 per cent less than in 1930. In other words, the live-stock producers received a much smaller percentage of the price which consumers paid for meat in 1931 than they did in 1929. It has been estimated that the hog-producer received only 35 per cent of the consumer's pork and lard dollar in 1931, while in 1913 he received 56 per cent. Such disparity between live-stock prices and retail meat prices is the greatest problem confronting the live-stock industry and agriculture generally. With agencies between the producer and consumer taking little or no reduction in margins, the decline in purchasing power of the consumer has been accompanied by a decrease in the proportion of the consumer's meat dollar passed on to the producer.

I think we should note, in passing, a very favorable sign on the live-stock and meat industry horizon, and that is that, even though times are bad and much unemployment is evident, we are today consuming in this country practically all the live stock and live-stock products we are producing. From time to time statements have been issued from the Farm Board relative to retail meat prices, and we have tried to be helpful in holding these in line. Consumers seem to be willing to take our present domestic production of meats at the present level of retail prices. Therefore I believe we should bend every energy to see that a fair and equitable share of this retail price is passed back to the producer. There is a lot of talk about the operation of the law of supply and demand, but it certainly is not operative when one branch of any industry has to carry the load of supplying other divisions with a cheap product. To correct this unfair situation, we must have greater correlation among those engaged in production, processing, and distribution of the meat supply of this country.

Industry Program Needed to Work Out Two Major Problems

Two problems confront the American live-stock and meat industry: maintaining the importance of meat in the diet,

and the equitable distribution to the retailer, processor, and producer of the price that consumers pay for meat. These two problems, of paramount importance to each phase of the trade, need the co-operation of all branches of the industry for their solution.

At its last meeting, the Live Stock Advisory Committee recommended that the Farm Board appoint two committees of fifty members each, to be termed Council Groups on Swine Production and on Cattle and Sheep Production, consisting of producers and feeders, representatives from the United States Department of Agriculture, the state agricultural colleges and state extension service, agricultural editors, processors, retailers, and others. The entire live-stock trade from the producer to the consumer is to be represented on these committees. Such a council should develop a program which will be beneficial to every division of the industry.

Defects in Old System of Financing Live-Stock Producers

As in other industries, live-stock production has been dependent to a great extent on borrowed capital. This has been furnished by banks, local and city, or commission agencies. While I believe a man should always obtain his credit from his local bank, this is not always possible, especially where operations assume the proportions of the most of your membership. Some means of supplying needed credit, particularly that of commission agencies, have not always remained dependable, and in too many instances have been terminated by forcing liquidation of cattle-holdings in times of falling prices, thus adding, not only to the distress of the individual live-stock man, but further to depress a bad market.

I have always noticed that this kind of financing, and the resulting forced marketing, have had an adverse effect upon the live-stock man and his market, but did not seem to have any effect on market or selling commission charges.

Better System of Live-Stock Financing Long Needed

I am sure we all have long felt the need of a system more dependable and ample to our needs, and one that would give the producers a control of marketing for an orderly matching of supply to demand. To the American National Live Stock Association is due much credit in assisting in establishing the National Live Stock Marketing Association, which is now nation-wide in its operation and serving more than 300,000 individual live-stock producers. Your secretary, Mr. Mollin, not only contributed much in time and helpful suggestions in the establishment of this co-operative agency under the control of the live-stock producers, but is now serving as a member of its operating board of directors. The Farm Board has given some financial assistance to the National Live Stock Marketing Association and its subsidiary, the National Feeder and Finance Corporation, to establish five regional live-stock credit corporations, located at San Francisco, Salt Lake City, Denver, St. Louis, and Fort Worth.

Co-operative Credit Corporations Render Steady Service

The National Feeder and Finance Corporation is a holding company and invests in the stock of these regional corporations, matching the funds supplied by you producers and your local co-operative associations. These credit corporations have capital-stock structures ranging from one-fourth of a million dollars to a million dollars each, and even though they have not operated during a single day of normal conditions since they were established, they have remained sound in their operations and have rendered what we believe is a very worthwhile service, proving that their foundation is sound, and that they can stand the acid test of business conditions which have left wrecks of great financial institutions on every hand.

It is the ambition of the Farm Board to help you and other live-stock producers build enough of these well-capitalized institutions to enable you to have under your own control and operation a line of discounts with the intermediate credit banks of from \$50,000,000 to \$100,000,000. With credit of this amount available to the live-stock industry through these corporations, you should stabilize production and effectuate an orderly marketing program. This is well in keeping with the policy declared under the Agricultural Marketing Act to assist producers of agricultural products in establishing and financing a grower-owned and grower-controlled marketing system in this country.

Co-operatives Are Furnishing Services at Less Cost

The co-operatives, which are supported by shippers with from 20 to 50 per cent of the volume of live-stock receipts at the different markets, have demonstrated that they can operate efficiently for very much less than the fixed commission rates charged by the live-stock exchanges, thus proving that at any market today the live-stock shippers themselves could, by joining and patronizing their co-operative agency, fix and maintain a fair commission charge. I do not know of a finer place to demonstrate that this can be done than by you men here in the State of Texas who have established the Texas Live Stock Marketing Association, well officered by such men as its president, Herbert Kokernot, and its manager, John Burns, both of whom are well known and respected by every live-stock interest in this country. It is my belief that, if you Texas live-stock men will give this co-operative agency the business it merits, you can do anything you want to do that is economically sound to serve the producers of this section. I do not mean to infer, however, that these benefits will be in any way restricted to Texas.

Live-Stock Grower Is Urged to Use Co-operative Agency

If you are not satisfied with present-day commission charges, the way to cut them effectively, and demonstrate that cut to the individual shipper, is to use your co-operative agency. It belongs to you, and whatever savings and profits its effects will be yours. At the National Stock Yards, Illinois, market, the two co-operative agencies operating there during the past ten years have each saved more than a million dollars in commission charges for their member shippers. If you are not satisfied to pay \$1.25 a bushel for corn at the stock-yards, when corn is worth only 40 or 50 cents a bushel in the country, the way to correct it is through organization. Or if you are not satisfied to pay \$25 a ton for hay for the little that is fed your cattle at the market, when you can hardly give hay away in the country, or if you are not satisfied with any other of the conditions, the answer lies in organization. But you have to make it big enough and effective enough to command respect.

Man Who Pays Marketing Bills Should Have Control

You have the leadership, and you have paid all the bills for all the service anyone has rendered you. Since you pay all the bills, you should be able to hire the best brains and service that it is possible to command. But they should be in your employ and under your direction.

Co-operative marketing is not magic. It is a way of doing business. The only difference is in the transfer of the title of the business to the one group that has the inherent right to transact the business for the farmer. The passage of the Agricultural Marketing Act guaranteed to you, and every other producer of any agricultural product, that right; but it will not be a benefit to you unless each of you exercises his right by joining the other producers of the different agricultural commodities in co-operative marketing associations.

THE ARIZONA CONVENTION

MORE THAN TWO HUNDRED AND FIFTY COWMEN and women, from every part of the state except a few snowbound northern counties, gathered in sunny Tucson on February 16 and 17, 1932, for the twenty-sixth annual convention of the Arizona Cattle Growers' Association. The event was a colorful one, as might be expected from the location of the meeting-place, and the spirit prevailing throughout the sessions was optimistic, in spite of the clouds of depression still hovering on the horizon.

President C. Warren Peterson, in his annual address, accounting for the prevailing low prices, ascribed them to three conditions: first, the general depression; second, the fact that people in the cities are allowed to dictate their own prices on beef; and, third, a disorganized market. Arizona, he thought, should have a centralized market, with prices fixed according to a standard scale, determined by quality. He urged stockmen to answer the propaganda conducted by certain interests against meat as a food by a similar campaign emphasizing its necessity in the daily diet. Arizona cattlemen, he said, resented the restrictions placed on feeder shipments from the West by eastern states, as a safeguard against the spread of tuberculosis, since that disease was extremely rare out here on the range. The state's attorney-general, K. Berry Peterson, discussed various questions in connection with the live-stock sanitary law recently passed by the Legislature, mentioning the difficulty experienced in getting convictions against cattle-thieves because of the severity of the penalty imposed. The bill now before Congress, aiming at transferring the public domain to the states, was explained by Howard J. Smith, state land commissioner, who expressed his disapproval of the section providing for retention of mineral rights by the federal government. He went into the racket of speculators taking up small sections of land, and then holding them for advantageous sales to owners of adjoining large tracts. Dr. E. L. Stam, state veterinarian, strongly advocated the establishment of accredited tuberculosis-free areas in the state. Tests in thirteen counties during the past year, he maintained, had shown less than 1 per cent reaction to the disease in cows. John Murphy, commissioner of the United States Land Office, told how the problems of the public domain were handled by other western states.

At the dinner at the University of Arizona Commons, featured by beef from an animal fattened by the university, Henry G. Boice, former president of the state association and of the American National Live Stock Association, suggested lines of research for the university's Animal Husbandry Department, and protested against the marketing of dairy beef in place of "beef beef," thus destroying the public's taste for the real thing. Mrs. John C. Greenway spoke on the interest taken by the women of the ranches in the discussions at cattlemen's meetings.

During the afternoon session, speeches were made by P. H. Ross, director of the agricultural extension service, on "The Public Domain;" Dr. E. L. Scott, animal husbandman, on "What the Animal Husbandry Department Is Doing for the Cowman and His Son;" Dr. F. G. Crider, director of the Boyce-Thompson Arboretum at Superior, on "Drought-Resistant Range Forage;" Dr. George W. Barn, extension economist, on "The 1932 Cattle Outlook;" Donald Gilchrist, regional director of the Biological Survey, on "Biological Survey Plans for 1932;" and M. R. Wells, statistician, on "What Past Records Show."

Following the day's program, visitors were taken on a tour of the university grounds and buildings. In the evening a cowboy dance was given at the Santa Rita Hotel.

On the second day, F. E. Mollin, secretary of the Amer-

ican National Live Stock Association, reviewing the problems confronting the industry, urged the need for continued vigilance against increased freight rates. In the attempt to readjust the Hawley-Smoot Tariff Act which might be looked for later in the present session of Congress, he hoped it would be possible to secure a more advantageous duty on hides. He explained the position of the national organization on the oleomargarine question, and contended that the West, on account of the well-established healthy condition of its cattle, does not need the drastic testing laws applied in other sections for the eradication of bovine tuberculosis. Dan D. McKinney, vice-president of the Arizona association, reported on the convention of the American National in San Antonio, which he had attended, and called attention to the benefits of co-operating with that organization in securing favorable legislation at Washington. Short talks were given by John D. Parks, chairman of the Live Stock Sanitary Board; Charles T. Francis, secretary of the board; E. F. Forbes, president of the California Cattlemen's Association and manager of the Tri-State Cattle Loan Association, who urged that methods of cattle-financing be revised, and criticized the attitude of bankers; Frank C. W. Pooler, district forester, Albuquerque, New Mexico; Charles E. Blaine, traffic attorney, who discussed current live-stock traffic matters; Ben Foster, predatory-animal inspector; and William R. Bourdon, of Silver Creek.

At noon the visitors were the guests of Mrs. Greenway at a barbecue luncheon at the Arizona Inn.

Following is a summary of the resolutions adopted:

1. Directing new president to appoint committee of five to decide on association policy concerning public-domain legislation now pending in Congress;
2. Demanding consolidation of departments of state government, and deploring high tax rates;
3. Requesting adequate tariff on foreign cocoa oils which compete with animal fats in manufacture of oleomargarine;
4. Thanking last special session of Legislature for defeating measure for taxing oleomargarine oils in Arizona;
5. Deploing action of Board of Pardons and Paroles in pardoning three of state's most notorious cattle-thieves;
6. Asking recognition of cattle-grower from State Fair Commission;
7. Protesting against increase in grazing fees on national forests, and requesting reduction for ten-year period ending 1944;
8. Opposing taking of any more land for national reservations;
9. Protesting against restrictions laid down by Bureau of Animal Industry regarding shipment of cattle unless tuberculin-tested, and demanding investigation of Arizona range conditions to establish freedom from tuberculosis;
10. Indorsing predatory-animal control;
11. Opposing abandonment of Douglas-Cochise Southern Pacific line, with spur to Gleeson;
12. Indorsing American National Live Stock Association;
13. Indorsing aid of Farm Board to cattle-growers;
14. Indorsing advertising of meat products to offset other advertising;
15. Asking for tariff on copper;
16. Demanding investigation of aliens holding brands and running cattle in Arizona.

The following officers were elected: Dan C. McKinney, Elgin, president; J. M. Cartwright, Phoenix, first vice-president; Frank S. Boice, Sonoita, second vice-president; Mrs. John M. Keith, Phoenix, secretary; Charles E. Blaine, Phoenix, traffic attorney.

Next year's convention will be held at Douglas.

"I think THE PRODUCER is the best of its kind."—C. A. LUELLEN, Pueblo, Colo.

NEW MEXICO WOOL GROWERS

CONVENING IN ANNUAL SESSION AT ALBUQUERQUE on February 4 and 5, the New Mexico Wool Growers' Association adopted resolutions demanding that the present tariff rates, especially as they affect meats and wool, be left intact; indorsing legislation pending in Congress for the transfer of the public domain to such states as may wish to accept it; opposing all measures for the extension of the boundaries of existing national forests; holding out for a reduction of at least 50 per cent in forest grazing fees; approving the modification of the Packers' Consent Decree, making it possible to lower the cost of meat distribution; declaring for a moratorium on land sold by the state on partial payments; and stressing the desirability of co-operative policing of stock driveways. Some of the important matters discussed were the need for better financing of the sheep industry, co-operative marketing of wool, the benefits accruing from the national "Eat More Lamb" campaign, and the urgency for a general lowering of agricultural taxes.

Among the speakers were Floyd W. Lee, president of the association; Rupert F. Asplund, director of the New Mexico Taxpayers' Association; Frank J. Hagenbarth, president of the National Wool Growers' Association; Paul Draper, manager of the sales department of the National Wool Marketing Corporation; George W. York, president of the New Mexico Co-operative Wool Marketing Association; Louis A. McRae, of the New Mexico-Arizona Wool Warehouse Company; Edward N. Wentworth, director of Armour's Live Stock Bureau; Francis C. Wilson, New Mexico's representative on the Committee on Conservation and Administration of the Public Domain; Erle M. Racey, of the advertising agency having charge of the "Eat More Lamb" campaign; Byron O. Beall, chief tax commissioner of New Mexico; and Walter M. Connell, president of the Sheep Sanitary Board.

Floyd W. Lee, of San Mateo, was re-elected president; E. L. Moulton, of Albuquerque, vice-president; and Miss Isabel Benson, of Albuquerque, secretary. Next year's convention will again go to Albuquerque.

RESOLUTIONS PASSED BY COLORADO ASSOCIATION

RESOLUTIONS ADOPTED AT THE CONVENTION OF the Colorado Stock Growers' and Feeders' Association, held in Denver on January 19 and 20, 1932, which were not received in time for publication in the February number of **THE PRODUCER**, are summarized herewith:

Asking for fair and impartial treatment for agriculture, including live stock, in taxation matters; urging enactment of state income-tax law; and indorsing petition for initiating amendment to state constitution providing for such tax;

Requesting assessors to reduce 1932 cattle values to 50 per cent of values assessed in 1930;

Expressing appreciation of action of State Board of Equalization in ordering a reduction of 20 per cent in valuation of land and improvements;

Urging that loan value of live stock be not lowered to basis that will make it impossible for majority of stockmen to qualify for loans;

Favoring reduction of rental charges for state-owned and state-controlled lands;

Petitioning Congress to make provision for putting ten-year program for control of rodents and predatory animals by Biological Survey into effect immediately, and to bring appropriation up to full amount authorized;

Demanding immediate action by Congress placing tax of 10 cents a pound upon manufacture of oleomargarine not made wholly from ingredients produced in United States, and urging upon various states that they desist from legislation

handicapping manufacture or sale of oleomargarine made 100 per cent from domestic products;

Appealing to electors to vote "yes" on oleomargarine law passed by last General Assembly, to be submitted to referendum at general election in November;

Protesting against breach of faith on part of Department of Agriculture in matter of grazing fees on national forests, and demanding that Congress pass act fixing charges for grazing on all portions of public domain at level not to exceed reasonable cost of administration;

Holding that best interests of state will be served by administering unappropriated public domain by Forest Service until such time as domain is ceded in fee to state, and that state should not accept control except by act of Congress transferring domain without limitation as to mineral rights;

Opposing any further extensions of national parks within state;

Believing that small appropriation available for eradication of bovine tuberculosis should be spent in testing dairy cattle, and protesting against enactment of any regulation requiring testing of feeder cattle shipped to feed-lots from range states.

PUEBLO STOCK-GROWERS MEET

RUSSELL B. ROSE, OF PUEBLO, WAS ELECTED president of the Pueblo County Stock Growers' Association at the annual convention in Fruita, Colorado, last month, to succeed R. G. Mayer. Frank Fosdick, of Fowler, was chosen vice-president, and Walter S. Marriott, of Pueblo, secretary. The meeting was addressed by Field Bohart, newly elected president of the Colorado Stock Growers' and Feeders' Association; Dr. B. F. Davis, secretary of that organization; and L. H. Rochford, live-stock specialist of the Colorado Agricultural College. The last-named speaker stated that there are excellent possibilities for finding a market for Colorado-grown cattle on the Pacific coast.

MEMBERSHIP OF LIVE STOCK COUNCIL ANNOUNCED

PURSUANT TO A RECOMMENDATION BY THE LIVE Stock Advisory Committee at its meeting in Chicago last November, the Federal Farm Board has appointed a Live Stock Council, whose function will be to help bring about a closer adjustment of production, market requirements, and distribution. The council has a membership of one hundred men and women, drawn from every division of the live-stock and meat industry.

Western producers are represented by:

Frank W. Atkinson, Burdick, Kan.; Charles D. Carey, Cheyenne, Wyo.; Charles E. Collins, Kit Carson, Colo.; Heber Hord, Central City, Neb.; Robert M. Kleberg, Kingsville, Tex.; J. H. Lemmon, Lemmon, S. D.; S. W. McClure, Bliss, Ida.; A. B. Miller, Fontana, Cal.; and Charles Redd, Lasal, Utah.

Live-stock organizations have these members, among others:

John Burns, manager, Texas Live Stock Marketing Association, Fort Worth, Tex.; H. M. Conway, director of research, National Live Stock Marketing Association, Chicago, Ill.; Frank Harding, secretary, American Shorthorn Breeders' Association, Chicago, Ill.; F. G. Ketner, manager, National Order Buying Company, Columbus, Ohio; R. J. Kinzer, secretary, American Hereford Cattle Breeders' Association, Kansas City, Mo.; J. H. Mercer, secretary, Kansas Live Stock Association, Topeka, Kan.; F. E. Mollin, secretary, American National Live Stock Association, Denver, Colo.; Joe Montgomery, general manager, Farmers' Live Stock Marketing Association, South St. Paul, Minn.; R. C. Pollock, general manager, National Live Stock and Meat Board, Chicago, Ill.; Earl C. Smith, director, American Farm Bureau

Federation, Chicago, Ill.; E. B. Spiller, secretary, Texas and Southwestern Cattle Raisers' Association, Fort Worth, Tex.; C. A. Stewart, manager, National Feeder and Finance Corporation, Chicago, Ill.; L. J. Taber, master, National Grange, Columbus, Ohio; W. H. Tomhave, secretary, American Aberdeen-Angus Breeders' Association, Chicago, Ill.; and C. A. Ward, president, Kansas Farmers' Union, Salina, Kan.

Besides these, the membership includes representatives of packers, retailers, commission men, stock-yard officials, farm papers, railroads, bankers, the Department of Agriculture, agricultural colleges, and others.

The council has been called to meet with the Live Stock Advisory Committee in Chicago on March 25.

NATIONAL LAND-USE PLANNING COMMITTEES HOLD FIRST MEETING

FEBRUARY 15 AND 16 THE INITIAL MEETING OF the National Land-Use Planning Committee and the National Advisory and Legislative Committee on Land Use, appointed in pursuance of recommendations adopted at the National Conference on Land Utilization in Chicago in November, was held at Washington, D. C. The object of the meeting was to lay the foundation for the development of a national land policy, in accordance with the program adopted at Chicago (see December PRODUCER, page 7).

The membership of the two bodies has been announced by Secretary of Agriculture Hyde, as follows:

NATIONAL LAND-USE PLANNING COMMITTEE

Department of Agriculture—

Nils A. Olsen, chief, Bureau of Agricultural Economics.
H. G. Knight, chief, Bureau of Chemistry and Soils.
S. H. McCrory, chief, Bureau of Agricultural Engineering.
C. W. Warburton, director, Extension Work.
R. Y. Stuart, chief, Forest Service.

Department of Interior—

Elwood Mead, Commissioner of Reclamation.
W. C. Mendenhall, director, Geological Survey.
Charles C. Moore, commissioner, General Land Office.

Federal Farm Board—

Sam H. Thompson.

Federal Farm Loan Board—

John H. Guill.

Association of Land Grant Colleges and Universities—

A. R. Mann, provost, Cornell University.
H. A. Morgan, president, University of Tennessee.
F. D. Farrell, president, Kansas State College.
H. L. Shantz, president, University of Arizona.
C. B. Hutchison, dean, College of Agriculture, University of California.

NATIONAL ADVISORY AND LEGISLATIVE COMMITTEE ON LAND USE

American Farm Bureau Federation—

Charles E. Hearst, vice-president.
C. R. White, president, New York State Farm Bureau Federation.
R. W. Blackburn, president, California Farm Bureau Federation.
Earl Smith, president, Illinois Agricultural Association.

National Grange—

L. J. Taber, master.
Albert S. Goss, master, Washington State Grange.
Fred J. Freestone, master, New York State Grange.
E. A. Eckert, master, Illinois State Grange.

National Farmers' Educational and Co-operative Union of America—

John A. Simpson, president.
E. E. Kennedy, secretary.
H. J. Keating, president, Nebraska Farmers' Union.
Glenn Miller, president, Iowa Farmers' Union.

Association of American Agricultural Editors—

Cully A. Cobb, editor, *Progressive Farmer and Southern Ruralist*.

Dan A. Wallace, directing editor, *The Farmer*.
Joseph M. Kirkham, editor, *Desert Farmer*.

National Co-operative Council—

C. A. Moser, president.
N. P. Hull, president, Michigan Milk Producers' Association.

Quentin P. Reynolds, general manager, Eastern States Farmers' Exchange.

S. D. Sanders, president, Washington Co-operative Egg and Poultry Association.

American National Live Stock Association—

F. E. Mollin, secretary.

National Wool Growers' Association—

F. R. Marshall, secretary.

American Forestry Association—

Henry S. Graves, dean, Yale School of Forestry.

Chamber of Commerce of United States—

J. S. Crutchfield, president, American Fruit Growers, Incorporated.

National Association of Commissioners and Secretaries of Agriculture—

Arthur W. Gilbert, secretary.

American Society of Agricultural Engineers—

Arthur Huntington, Iowa Railway and Light Corporation.

American Railway Development Association—

Ralph W. Reynolds, Chicago, Milwaukee, St. Paul & Pacific Railroad.

Another joint session will be held early in May.

TEXAS ASSOCIATION PUSHES SALE OF MEAT

CALLING ATTENTION TO THE FACT THAT SLAUGHTER animals are now selling at the lowest levels in twenty to thirty years, the Texas Live Stock Marketing Association recently appealed to owners and managers of retail meat-shops, hotels, restaurants, and dining-cars to co-operate with the live-stock industry in increasing the consumption of meat. In an open letter appearing in Fort Worth newspapers, the association, among other things, said:

"One of the best means to correct this deplorable condition is to encourage the public to buy and consume more beef, pork, and lamb. These meats are being sold wholesale by the packers at very low prices, and all who retail, or serve, meats to the public should be able to reduce their prices proportionately. Such reduction in prices, backed up by proper advertising, unquestionably would stimulate demand and consumption. When good-to-choice animals can be purchased at the present low prices, it is prohibitive when steaks, chops, and roasts are offered to the public at such high prices as still prevail in many retail meat-shops, hotels, restaurants, and dining-cars.

"In view of these facts and conditions, may we ask you to co-operate with each other and with the live-stock industry to the end of reducing meat prices, featuring meat specials, and giving meats due advertising? The consuming public certainly should have the advantage of the present low prices of live stock which prevail. Your favorable action in this connection will help everybody, and be tremendously appreciated."

LAMB-FEEDERS OF COLORADO TO CONTINUE CAMPAIGN

RESOLUTIONS URGING THE PASSAGE BY CONGRESS of a truth-in-fabric law, asking that sufficient funds be appropriated for the Bureau of Animal Industry to combat infectious diseases in live stock, demanding a reduction in commission charges at stock-yards, and favoring the modification of the Consent Decree to give packers the right to retail meats, were passed at the annual meeting of the Arkansas Valley Stock Feeders' Association, held in Las Animas, Colorado, last month. An assessment of one cent a head is to be collected on all lambs sold on the market, for the support of the organization. It was voted to continue support of the national advertising campaign.

I. K. Haines, of Rocky Ford, was elected president, in succession to E. H. Gerecke, who has headed the association since its formation nine years ago. E. J. Waggoner, of Lamar, was made vice-president, and John L. Anderson, of Las Animas, secretary.

LOWER MARKETING COSTS AT ST. PAUL

SAVINGS FOR SHIPPERS OF LIVE STOCK TO THE South St. Paul stock-yards, expected to total around \$70,000 a year, are estimated to result from a recent reduction in rates for feed, bedding, and weighing, it is announced by the Department of Agriculture. The basis for this saving is a tariff, effective February 15, filed by the St. Paul Union Stock Yards Company with the Packers and Stock Yards Administration, and accepted by it pending a hearing on the reasonableness of all charges for services rendered at the St. Paul yards.

While the new tariff slightly increases yardage rates, it contains a material reduction in feed and bedding charges. Hay is reduced \$5 a ton, corn 30 cents a bushel, and bedding 10 cents a bale. Yardage on cattle and calves is increased 4 cents a head, on hogs 1 cent, and on sheep ½ cent.

ST. PAUL HEARINGS POSTPONED

HEARINGS IN THE SOUTH ST. PAUL COMMISSION-rate case, set for February 15, have been postponed to March 14, Dr. J. R. Mohler, chief of the Bureau of Animal Industry, announces. The reason for the postponement is that in the meantime a conference is to be held at Washington to work out a new schedule of rates which the Department of Agriculture will feel justified in accepting, thus saving time from the usual procedure of hearing, followed by oral arguments and briefs.

DIRECT SHIPMENTS AND "DRIVE-INS"

DATA ON DIRECT RECEIPTS OF LIVE STOCK BY packers at the 268 plants reporting such shipments have been published by the Bureau of the Census for the year 1929. They demonstrate the extent to which this method of buying has developed. Undoubtedly the years 1930 and 1931 would show still further gains. Tabulated, the figures present the following aspect for the 268 plants:

	No. Animals Slaughtered	Received Direct	Per Cent
Cattle	6,310,586	963,308	15
Calves	3,397,198	821,310	24
Swine	39,166,343	22,400,860	57
Sheep and lambs	11,681,499	2,230,948	19
Other animals.....	55,147	53,857	98
Totals	60,610,773	26,470,283	44

Of the 10,133,243 cattle killed by all packers, 10 per cent were shipped direct; of 5,568,975 calves, 15 per cent; of 55,011,511 swine, 41 per cent; of 16,019,268 sheep and lambs, 14 per cent; and of 107,343 "other animals," 50 per cent. Out of a total number of 86,840,340 animals of all kinds slaughtered at packing plants in the United States in 1929, 30 per cent were received direct.

For 1931, sixteen leading markets reported 19,784,423, out of the total of 63,023,713 head of live stock received by them, as having been transported by truck or driven in, according to statistics made public by the Bureau of Agricul-

tural Economics. This is 31.39 per cent. In 1921 the percentage was 5.85, and in 1916, 1.61. By species, percentages for the three years are given as follows:

	1931	1921	1916
Cattle	24.03	2.44	1.38
Calves	44.91	8.83	4.10
Hogs	42.98	7.71	1.79
Sheep and lambs.....	17.01	4.14	1.28

LAMONT INVITED TO BECOME LIVE-STOCK ADVISER TO SOVIET GOVERNMENT

INVITATION BY THE GOVERNMENT OF THE UNION of Soviet Socialist Republics to become live-stock director of what was once the Russian empire has been extended to Robert P. Lamont, Jr., of the Perry Park Ranch, near Larkspur, Colorado. Mr. Lamont, before deciding whether or not to accept the offer, wishes to study the situation on the ground, and is now on his way to Russia.

The ambition of the Russians is to develop their live-stock industry to the point where it will provide enough meat for an annual per-capita consumption of 100 pounds. When it is considered that, for a population of approximately 160,000,000, Russia in 1930 (the latest official estimate) had only 53,800,000 cattle and 13,200,000 swine, against (January, 1932) 62,400,000 cattle and 59,500,000 swine for the United States with its 123,000,000 people, whose meat consumption at present averages about 130 pounds a year, the magnitude of the problem becomes apparent. With characteristic optimism, the Soviet officials believe that the goal can be reached in a matter of a few years. Mr. Lamont's guess is twenty.

Mr. Lamont is son of the Secretary of Commerce. He is a former president of the American Hereford Cattle Breeders' Association, at present heads the Western Hereford Breeders' Association, and for two years has directed the National Western Stock Show at Denver—a position which he has now relinquished. He is a member of the Executive Committee of the American National Live Stock Association.

If negotiations result in his engagement, it is expected that an important outlet for high-grade American breeding stock will be opened up.

PUBLICATION OF PROCEEDINGS DEFERRED

As an economy measure, publication of the Proceedings of the San Antonio convention of the American National Live Stock Association has been postponed. The president's annual review, the secretary's report, and the address delivered by the chairman of the Federal Farm Board will be found in this issue of The Producer.

THE CALENDAR

- March 15-17, 1932—Annual Convention of Texas and Southwestern Cattle Raisers' Association, El Paso, Tex.
- April 7-8, 1932—Annual Convention of Utah Cattle and Horse Growers' Association, Salt Lake City, Utah.
- May 3-5, 1932—Annual Hereford Round-up Sale, Kansas City, Mo.
- May 25-27, 1932—Annual Convention of Montana Stock Growers' Association, Great Falls, Mont.
- October 15-22, 1932—Golden Anniversary Hereford Exposition, St. Louis, Mo.
- November 12-19, 1932—American Royal Live Stock Show, Kansas City, Mo.

THE PRODUCER

PUBLISHED MONTHLY

IN THE INTEREST OF THE

LIVE STOCK INDUSTRY OF THE UNITED STATES

BY THE

AMERICAN NATIONAL LIVE STOCK ASSOCIATION
PUBLISHING COMPANY

Subscription: One Year, \$1; Three Years, \$2.75; Six Years, \$5
Advertising Rates on Request

515 COOPER BUILDING, DENVER, COLORADO

F. E. MOLLIN - - - - *Managing Editor*
LOUIS WARMING - - - - *Editor*
JAMES E. POOLE - - - - *Market Editor*
DAVID O. APPLETON - *Business Manager*

OFFICERS OF THE

AMERICAN NATIONAL LIVE STOCK ASSOCIATION

CHARLES E. COLLINS, Kit Carson, Colo. - - - - *President*
CHARLES D. CAREY, Cheyenne, Wyo. - - - - *First Vice-President*
GEORGE RUSSELL, Jr., Elko, Nev. - - - -
HUBBARD RUSSELL, Los Angeles, Cal. - - - -
J. M. WEST, Houston, Tex. - - - - *Second Vice-Presidents*
A. R. MODISSETT, Rushville, Neb. - - - -
T. E. MITCHELL, Albert, N. M. - - - -
F. E. MOLLIN, Denver, Colo. - - - - *Secretary-Treasurer*
CHARLES E. BLAINE, Phoenix, Ariz. - - - - *Traffic Counsel*

Volume XIII MARCH, 1932 Number 10

DEPRESSION DAZE

FIFTY YEARS FROM NOW THE DEPRESSION which began in 1929, and which recently entered upon a new phase, will be studied minutely in the class-rooms of universities all over the world. Learned professors and economists will point out its causes and effects. Nevertheless, confronted with similar conditions, those who come after us will proceed to make the same mistakes that have distinguished the post-war period, and that have leveled our so-called captains of industry down to a par with ordinary citizens. Each generation has to learn for itself the lessons of life, and profits little from the experience of those who have gone before.

Great as are the mistakes which have been made, at last today as a nation we are squarely facing the situation, and doing everything in our power to adjust ourselves to conditions, not new, but difficult to recognize because of the long years spent on a more or less artificial plane.

For a good two years after the crash in the stock market so much energy was spent in trying to find the corner around which prosperity was located, in kidding ourselves with "business as usual" slogans, and in borrowing from Peter to pay Paul, that no real progress was made. It took us a long time to dis-

cover that our federal, state, and county governments, our business houses and individuals, had all been spending too much money.

Now that it is officially admitted that Old Man Depression is in our midst, with characteristic American impulsiveness we are overdoing matters on the precautionary side, and thus aggravating an admittedly difficult situation. Banks with ample funds on hand are refusing credit to responsible parties. Their officers live in daily fear of depositors' runs, and hence, in order to build up reserves, are calling loans and further restricting activities. Business houses are buying on a hand-to-mouth basis. Cut-throat competition is developing in many lines. Unemployed persons are competing for a living in such limited retail, restaurant, and transportation fields as are within their means.

But slowly, day by day, the inevitable process of readjustment, which is the only sure way back to prosperity, goes on. No item entering into the cost of doing business, or the cost of living, whether it is labor, rent, transportation, taxes, food, or what not, can escape. And when costs have been reduced to a reasonable basis; when stocks of merchandise in weak hands have been eliminated; when confidence again begins to reign in the minds and hearts of our people—partly through the help of the beneficial legislation now being enacted—then the old Yankee spirit of thrift will reassert itself, a reasonable profit will be looked for and found in carrying on the business of a nation, we shall calmly go about our work, and the depression will be a thing of the past. It is a painful experience to go through. It will be an interesting one to look back upon. When that time comes, we shall discover that depression days and depression daze went hand in hand, and that for the man who waited for someone to lead him out of it, for the return of "business as usual," and who failed to make the necessary adjustments in his own business and in his own life, the "depression" did not and could not end.

GRAZING FEES CUT IN HALF

GOOD NEWS COMES FROM WASHINGTON. After months of persistent hammering, increasing in force and bitterness, the Secretary of Agriculture has at last yielded to the demand of western stock-raisers for a reduction in grazing fees on national forests. Fees for 1932 are to be cut 50 per cent below those paid in 1931. The first instalment, due now, has been canceled. The second payment will not be called for until December 1. Stockmen in arrears are required to make settlement before benefiting by the reduction.

Ever since the depression began, aggravated by summer droughts and winter rigors over large sections of the range country, there has been a swelling current of sentiment that the government, which lately has been doing so much in the way of rescue work for floundering business, should come to the aid of the hard-pressed food-producers who are dependent upon the forests for the support of their herds and flocks. At stock-growers' meetings throughout the West the secretary has repeatedly been urged to act. At Salt Lake City, in January, President Hagenbarth of the National Wool Growers' Association severely criticized the Department of Agriculture and the Forest Service, charging them with bad faith. A resolution passed by the American National Live Stock Association at San Antonio later in the same month, while not sharing in this accusation, called for lower fees at the end of the present ten-year period.

For a long time the secretary remained adamant. Forest fees, he argued, constituted only a small percentage of production costs. Anyway, he said, whatever might be the plight of permittees, they were better off than those of their fellows who did not have access to the grass of the forests, and helping them would thus be discrimination.

Officials of the Forest Service stationed in the field, convinced of the justice of the stockmen's cause through first-hand observation, added their voices to the chorus pleading for relief. Finally, following a conference with President Hoover, Secretary Hyde gave in.

The secretary, however, makes it clear that he still considers the prevailing rates fair and reasonable, and that the reduction is purely an emergency measure, effective for the current year only.

A total saving for the stockmen of more than \$250,000 is estimated to have been effected by the decision. Average fees for cattle during the past year have been 14½ cents per head per month, and for sheep 4½ cents.

Several bills have been introduced in Congress for the reduction of grazing fees through legislation. While it undoubtedly would be to the advantage of permittees to have the fees fixed according to certain definite rules, automatically adjustable to varying conditions, and thereby avoid the uncertainties, long delays, and embittered feelings incident to the present method, where everything is left to the discretion of changing officials, there is the danger, as pointed out by Mr. Boice in San Antonio, that a hostile congressional majority of eastern members might very easily upset the whole apple-cart, once the subject is opened up. For this reason, among others, it is cause for congratulation that a precedent has been set which it will be difficult to get around in any permanent solution of this troublesome problem.

RAIL OR TRUCK

THE RAILROADS ARE TAKING FULL ADVANTAGE of the present situation to press for legislation that will not only regulate, but in some cases seriously cripple, trucks as either intra-state or interstate carriers of freight. So much publicity has been given to the passing of a few railroad dividends that many people believe the railroads are all on the brim of disaster. As a matter of fact, many of the more substantial systems are still making quite satisfactory profits—not so large as they would like, perhaps, but looming big by comparison with the red-ink balances on the ledger of practically every agricultural producer.

No doubt there is need for some regulation of the ever-increasing volume of business handled by trucks. License fees should be adjusted to a reasonable basis, although the gas tax takes a heavy toll for the use of the highways. But care should be taken that, in adopting measures for such needed regulation, the fine hand of the railroad lobbyist, adept from long years of experience in shaping legislation, does not succeed in having included provisions which will not regulate, but strangle.

Any shipper who has had extensive dealings with the railroads can testify to the important part competition of other lines has had in securing needed improvements in yarding and loading facilities, in track scales, in service, in minor tariff provisions, and even in some cases in the rate structure itself.

In non-competitive territory the attitude of the railroads has largely been one of indifference to the needs or desires of the shippers. Revenue for the roads has been the guiding star.

Since trucks have become a factor of importance, conditions have been quite different. *They are providing the only real competition which many of our railroads have ever had.* This competition is responsible for various improvements in service, requests for which would have been summarily dismissed ten years ago. More liberal rules for live-stock attendants are also a direct result. Strange to say, the railroads have not yet learned that good-will is gained by voluntary action to please the shippers, and are still attempting to restrict the application of some of these rules to the immediate territory affected by truck competition. Many instances can be cited where rates have recently been established to meet truck competition that are considerably lower than those unsuccessfully sought by shippers of the commodity a few years ago.

Do not kill the goose that lays the golden eggs. It is important that our railroads should be maintained, but it is not essential that the old rate of dividends on inflated valuations should be earned. The truck is here to stay. If given an even chance, it will

accomplish more reforms, and force rate-levels to be based more nearly on the cost of the service rendered, than was the case under the system of regulation, with practically no competition, which has prevailed for years. If need be, legislate conservatively to regulate the truck, but not again to give the railroads a monopoly in the field of transportation. Their past record does not entitle them to such a gift.

TUBERCULOSIS IN RANGE CATTLE

AT ITS MEETING IN CHICAGO EARLY IN December, 1931, the United States Live Stock Sanitary Association (an organization composed mainly of federal and state sanitary officials) was currently reported to have recommended certain changes in the rules for admitting range feeder cattle into modified accredited areas which prove not to be in accordance with the facts. These purported recommendations, quoted on page 20 of the January PRODUCER, were to the effect that the Bureau of Animal Industry extend the system of identifying branded and tagged cattle, found tuberculous upon post-mortem examination, for the purpose of tracing their origin; that branded range and semi-range herds of the beef type be considered free from tuberculosis, without a tuberculin test, if no lesions are disclosed over a period of two years; and that these restrictions on feeder and grazing cattle from range states be not made effective until July 1, 1934.

At the convention of the American National Live Stock Association in San Antonio in January, resolutions were drafted and passed in conformity with the above, urging "that there be no tuberculosis-accrediting work carried on among range cattle until such time as the reports of post-mortem findings from slaughter records determine the fact that our range cattle are infected with tuberculosis."

We now have before us the official copy of the recommendations of the Sanitary Association, together with a letter from Dr. John R. Mohler, chief of the Bureau of Animal Industry. From these the facts appear in a somewhat different light.

Section 21 of Part II of the "Modified-Accredited-Area Plan" contains the rules for permitting importation of cattle into quarantined areas (areas where tuberculin-testing has been begun). Rules 1, 2, and 3 specify the classes of cattle allowed to enter. Rule 3, dealing with range cattle, reads as follows:

Rule 3.—Steers, range cattle and semi-range cattle of recognized beef type may enter the quarantined area for feeding and grazing purposes under special quarantine, and be confined separate from other cattle on the premises of the owner, or on such other premises as may be designated in the order of special quarantine.

The Sanitary Association suggested that these

rules be stricken out and new ones substituted. That concerning feeders it was proposed to amend thus:

(b) Cattle for feeding purposes . . . may enter the modified quarantine area if they are apparently healthy, and are accompanied by a health certificate and tuberculin-test chart approved by an officer or agent of the live-stock sanitary official of the state of origin.

This amendment has been approved by the Bureau of Animal Industry, and becomes effective July 1, 1932, except that "until July 1, 1934, the provisions of paragraph (b) shall not apply to cattle originating in counties wherein the incidence of bovine tuberculosis is estimated to be not more than 1 per cent."

Section 27 of the rules contains the conditions under which range areas may become modified accredited areas. This section, which remains unaltered, is as follows:

27. A county or area may become a modified accredited area in the range or semi-range areas if all bulls, purebred breeding cattle, milk cows, at least 10 per cent of the semi-range breeding females, and such other cattle as may be considered necessary by the state and federal departments co-operating are tuberculin-tested. If a reactor, or any other evidence of infection, is revealed in any herd by post-mortem reports, etc., including post-mortem inspection at packing plants of those branded cattle that are sold direct from the range for immediate slaughter, then all of the cattle in that herd or associated with the diseased animal shall be immediately tuberculin-tested in accordance with the provisions of the modified-accredited-area plan. The area may then become a modified accredited area if not more than one-half ($\frac{1}{2}$) of one (1) per cent of all the cattle tested in the area react to the test.

We regret the publication of any incorrect statement. Before publication, however, we submitted the matter to the secretary of the United States Live Stock Sanitary Association, and it was his reluctance even to allow us to learn the actual measures which that body had decided to inaugurate for our supposed benefit that led to the error.

The stockmen of the range states are sincerely convinced of the injustice of the order prohibiting the interstate shipment of cattle for feeding purposes after July 1, 1934, unless they come from an accredited area or are subjected to the tuberculin test. The order is not supported by evidence of any weight as to the danger of reinfecting clean area by such shipments. The fact that a few cases of reinfection have been traced to stocker steers of the dairy type purchased in central markets in the dairy country is no indictment of range or so-called semi-range cattle.

Even the modified plan is admittedly impracticable in many parts of the West. It is a physical impossibility to test all the bulls on many of our ranges. It is a considerable hardship and an unnecessary expense to test 10 per cent of the breeding females on such ranges, involving extra round-ups, the building of additional facilities, etc.

If the Bureau of Animal Industry would devote one-half the effort and expense its field agents are putting into the present strenuous attempt to form accredited areas in any place where they can get a toehold in the West (without regard to the need for such work in those areas) to perfecting a system of tracing infected animals through packing-house records, stockmen everywhere would give them the fullest co-operation.

The tuberculosis problem is a dairy problem, and the only need for haste at this time in getting the western cattlemen committed to a policy of accrediting their producing areas is the fact that a clean-up of the dairy herds will leave insufficient grounds on which to press for such action. For the fiscal year ending June 30, 1916, 0.42 per cent of the animals slaughtered under federal inspection, exclusive of reactors, were condemned for tuberculosis; for the year ending June 30, 1931, 0.13 per cent were condemned; while of the 2,015,440 cattle slaughtered at Denver, Fort Worth, Kansas City, and Omaha in the latter year only 0.034 per cent were condemned. Eliminate Kansas City and Omaha, and the percentage drops to 0.019 for Denver and Fort Worth.

None are so blind as those who do not wish to see.

GREAT BRITAIN ABANDONS FREE TRADE

MARCH 1, 1932, MARKS THE BEGINNING of a new era in British economics. On that date the United Kingdom definitely abandoned its traditional policy of free trade, under which it has lived for close on a hundred years.

This revolution will have repercussions throughout the world. Although the change is declared to be of a temporary character—one of many measures adopted to bring balance in the nation's finances—it will last at least as long as the conditions which it is designed to remedy. After that, if the plan works out as intended, there will arise a strong demand for making it permanent. For this reason, exporters everywhere probably will do well in adjusting their binoculars to a longer view.

An import duty of 10 per cent ad valorem is placed on all goods, with the exception of certain commodities—principally foodstuffs (meats, fish, and wheat) and raw materials. A tariff commission is to be set up, with power to recommend still heavier duties on specific articles from countries which maintain high rates on British manufactures. On the other hand, provision is made for commercial treaties with such governments as may be willing to negotiate, on the reciprocal-favor principle: You scratch my back, and I will scratch yours.

For the present, no duties are imposed on goods from any part of the British Empire. The final status of the dominions will be determined at a conference to be held in Ottawa, Canada, in July.

To what extent United States trade will be affected may be judged from these figures: In 1930 our total exports to the United Kingdom were valued at \$678,000,000. Of these, nearly one-half, or \$324,000,000 worth, would have come under the 10 per cent duty. Some of the more important items in the group are: lard, \$28,662,000; wood and timber, \$30,643,000; machinery, \$38,204,000; copper, \$25,207,000.

How long meat and wheat will be exempted is open to conjecture. In Great Britain, as everywhere else, there is insistent pressure being exerted by agrarian interests for a tariff wall behind which the farmer can raise his crops undisturbed by the fear of being undersold in his own market. To this element the Conservatives, who at the last parliamentary elections received an overwhelming majority of the votes, have shown a growing disposition to listen. The moment the Liberal and Labor parties—the former with its free-trade traditions to uphold, the latter yielding to the demand of its urban constituencies for cheap food—withdraw their balance-wheel from the coalition machinery, there will undoubtedly be an even more decisive swing toward protection. If, and when, that moment arrives, some further adjustments on the part of United States producers and exporters will be in order—unless we by that time should be ready to enter the bargain door left ajar for us.

APPLICATION FOR DECREASE IN CATTLE DUTY

APPPLICATION HAS BEEN RECEIVED BY THE United States Tariff Commission for a decrease in the import duty on cattle, under the "flexible" provision of the Tariff Act. Petitioners are three residents of Ohio, Maryland, and Pennsylvania, whose business affiliations do not appear.

It will be remembered that some time ago a similar application was submitted by the Live Stock Exchange at Lancaster, Pennsylvania, which was later withdrawn, owing to the strong opposition of stockmen's organizations, led by the American National Live Stock Association, supported by many members of Congress.

British Government to Assist Domestic Hog-Raisers

A project to assist British farmers by developing the domestic bacon industry is being considered by the government. The plan would restrict bacon imports to such amounts as could not be supplied by home producers, who would thus be relieved of competition. At present home-grown bacon constitutes only about one-third of the total consumption. Last year Great Britain imported bacon valued at approximately \$160,000,000. In 1929, imports were worth \$210,000,000.

THE STOCKMEN'S EXCHANGE

BEEF AND MUTTON OMITTED FROM DINING-CAR MENU

ROSWELL, N. M., February 8, 1932.

TO THE PRODUCER:

During the past month I have made four trips over the Chicago, Rock Island & Pacific Railway between Kansas City and St. Paul, and I am a frequent traveler over that line. I have been surprised to find that beef and mutton are often omitted on the extensive menu submitted to patrons of its excellent dining-car service.

On Thursday, February 4, I particularly noticed that the menu covered a great choice of foods, but neither beef, lamb, nor mutton was included. Upon inquiry, I found that the menus are made up in Chicago. Curiosity impels me to inquire why the opportunity of ordering meat is not afforded the traveling public with both willingness and money to buy these staple articles of food.

Certainly the price exacted for items served on dining-cars, when comparative costs of fresh meats are taken into consideration, has little bearing on the matter, since on the occasions when such meats as mutton or beef are actually served the size of the portions frequently contributes to the gaiety of the traveling public on an otherwise monotonous journey.

This letter is not written in criticism of the very excellent service of the Chicago, Rock Island & Pacific Railway Company, but rather to ask why the public is not given an opportunity to purchase what it wants, as long as no objection is raised to the price.

BURTON C. MOSSMAN.

THAT COWMAN'S WIFE

MARFA, TEX., February 22, 1932.

TO THE PRODUCER:

The best news I can report is that we are having some fine rains. We have had at least three inches of slow rain in the last few days. This moisture assures us of a good crop of spring foliage, such as weeds, flowers, pea vine, and some grass. It has brought renewed courage to our ranchmen. In fact, it has been raining all over Texas, so far as I can learn.

I read with much interest the little poem entitled "Lament of a Cowman's Wife" in the last issue of THE PRODUCER. Just for fun, I have prepared an answer to it:

LAMENT O' T'UTHER FELLER'S WIFE

To the lady what's mentioned in "The Cowman's Wife's Lament":
Thank the Lord in yer prayer, en' be more content!

'Tis hard ter fergit thet twelve-cent steer—
It faded out like them pretzels en' beer.

If yer ol' man's got overhauls, en' his jumber's torn,
He's better off yet then some fellers—why mourn?

If plannin' yer meals is hard fer yer man,
Remember the folks what ain't got none ter plan!

I know eatin' bear-grease must be mighty hard,
But think of the families what ain't got no lard!

If it's snowin' on yer range, you very well know
When she starts in ter meltin' somethin's goin' ter grow.

There's many a land thet's all parched en' dry,
En' if somethin' don't happen, things is goin' ter die.

If you still got some cows, even if they is poor,
Y'er in mighty guid shape ter grow you some more.

If you still got some banks thet's never been run,
Y'er luckier then places what ain't got nary one.

If yer banker's loanin' any money et all,
Y'er better off yet then most folks we recall.

The best thing ter due in times like these
Is ter fergit all the past en' give NOW a squeeze.

Though you ain't got much money ter put in yer purse,
Times air never so bad but they cud o' been worse.

DOC HOFFMAN.

LIVE-STOCK VALUES SLASHED THREE BILLIONS

INVENTORY VALUES OF LIVE STOCK ON FARMS have been marked down nearly three billion dollars in the last two years, says the Bureau of Agricultural Economics in its February report on the agricultural situation. Total flocks and herds increased 2 per cent in the last year, but the total value of live stock dropped from \$4,450,000,000 on January 1, 1931, to \$3,196,000,000 on January 1, 1932.

Horses and mules were the only class of farm animals that did not increase in numbers last year. The average farm value of a horse is now only \$53.37, as against \$60.43 in 1931. There was an increase of 2.4 per cent in the number of cattle, thus continuing the upward trend in production of beef cattle which has continued since 1928. Average value per head of all cattle was \$26.64, compared with \$39.31 last year. Dairy cows increased approximately 800,000 head in the year, but the number of young dairy heifers decreased. The average dairy animal is now valued at \$39.61, compared with \$57.11 a year ago.

There were 5,000,000 more hogs on farms January 1 as compared with a year ago. The average hog brought \$6.14 on January 1 this year, compared with \$11.36 a year ago. Sheep have been increasing in number for ten years, an increase of one million head being reported for last year. The average value of sheep and lambs on January 1 was \$3.40 a head, against \$5.35 in 1931.

WHAT THE GOVERNMENT IS DOING

IN CONGRESS

AFTER NINE YEARS OF INDECISION, CONGRESS HAS finally passed the Twentieth Amendment to the Constitution of the United States. The amendment, fathered and valiantly fought for by Senator Norris, of Nebraska, now goes to the individual states for ratification by the necessary three-fourths of them. It abolishes the short session of Congress beginning on the first Monday of December following the November election, and automatically ending with the inauguration of the new administration on March 4—the so-called “lame duck” session, where members repudiated at the polls continue to legislate for the country’s benefit during the ensuing three months. Instead, Congress is now to meet on January 4 for a session of indefinite length. The newly elected members will thus convene two months after their election, instead of waiting thirteen months, until December of the next year, as now, and the “lame ducks” getting it in the neck in November will be forthwith retired. The President is to be sworn in on January 24. With this sensible reform an absurd anachronism—a relic from the days when it took months to journey from a backwoods constituency to the federal capital—has been relegated to the historical scrap-heap.

Aside from this, the month has been almost wholly devoted to what might be called relief legislation, where party labels and the coming campaign have temporarily been forgotten in a common desire to prop up the nation’s business structure. With these important measures out of the way, we may now expect to see the partisan spirit reassert itself.

The Glass-Steagall bill has been passed and signed. It broadens the rediscount rules of the Federal Reserve System, so that collateral not now eligible may be received, and releases a supply of idle gold in the cellars of the banks placed at more than \$400,000,000. It thus makes possible an increase in the volume of Federal Reserve currency estimated at \$2,000,000,000, and enables the system to furnish accommodations to many banks on sound assets heretofore barred.

A measure has been enacted creating a \$10,000,000 revolving fund for advances to agricultural and live-stock credit corporations, or to individual members of such corporations. The bill is designed to enable farmers to secure the advantages of the facilities of the intermediate credit banks.

The bill, sponsored by Senator Capper, of Kansas, for turning over 40,000,000 bushels of Farm Board wheat to charitable agencies for relief of the unemployed, passed by the Senate several months ago without a dissenting vote, has been approved by the House, after having once been voted down. The bill has been combined with one introduced by

Senator Norbeck, of South Dakota, and likewise passed by the Senate, providing for the distribution of Farm Board wheat to destitute farmers in the drought- and grasshopper-stricken states of the Northwest for feed for their live stock.

Direct federal aid to the destitute, as planned in the Costigan-La Follette bill, was defeated in the Senate on February 16, by a vote of 48 to 35. While a majority of the members appeared to be in favor of some sort of relief, they could not agree upon any specific proposition. The bill would have provided federal funds of \$375,000,000, to be allotted to state relief organizations on the basis of need. Another \$375,000,000 would have been advanced to the states for highway construction.

A substitute measure, appropriating \$132,500,000 for the building of highways (\$120,000,000 to be loaned to the states and \$12,500,000 for roads in national parks) has been passed by the House.

The agricultural appropriation bill, with amendments making the total \$177,192,646, instead of the \$175,408,814 contained in the bill as passed by the House, has been reported by the Senate committee.

A sharp curtailment of the funds set aside for the Federal Farm Board and the Interstate Commerce Commission by the Bureau of the Budget has been reported to the House by the Committee on Appropriations. The allotment for the Farm Board alone it is proposed to cut from \$1,800,000, appropriated for the current fiscal year, to \$1,000,000. This is the first move of a rather strong opposition which has developed in Congress to the Agricultural Marketing Act and the Farm Board. It is being vigorously fought by western live-stock organizations and their friends in Congress.

On January 21, 1932, during the debate on the agricultural appropriation bill, Richard M. Kleberg, the newly elected representative in Congress from the Fourteenth District of Texas, made his maiden speech in the House. He pleaded eloquently for economy in government, contending that curtailment of appropriations should be the first step toward relief from the burden of excessive taxation now weighing down the people and threatening to deprive live-stock producers of their property.

President Hoover, in a special message, has asked Congress for authority to effect a reorganization of the executive branch of the government, in the interest of economy. The rapid growth of bureaus and commissions, he said, was costing taxpayers millions of dollars a year, and the work of many of the units overlapped. He recommended consolidation of the various administrative activities under single-headed respon-

sibility, and that quasi-judicial functions be performed by boards and commissions. He requested that he be given powers to affect transfers and redistributions within the ten executive departments.

* * *

In a letter to Speaker Garner of the House, President Hoover has urged the passage of laws which would authorize federal bureaus to give preference to domestic products in purchasing their supplies, even if the price of foreign commodities should be lower.

* * *

A controversy has broken out between the Secretaries of Agriculture and the Interior over the reclamation problem. The engineers of the Bureau of Reclamation, backed by Mr. Wilbur, have reported in favor of a project for developing the Columbia Basin, which they declare to be "physically and financially feasible." Against this, Mr. Hyde has entered a vigorous protest, declaring that the addition of 1,200,000 acres to our available farm land, at a time when production exceeds consumption, would be economically foolish. "We ask the farmer to adjust his acreage," he says. "His is an impossible task if the federal government is constantly enlarging the total acreage to which he must adjust his own."

* * *

At the moment this is being written, the House is debating the billion-dollar revenue bill, which is intended to plug up some of the holes in the government's cash-box. One of the new sources of revenue suggested is a sales tax of 2.25 per cent, estimated to yield about \$625,000,000. It is proposed to exempt fresh meats, but include processed meats (cooked meats, corned beef, canned meats, sausage, and lard). In a joint statement issued by Arden McKee, president of the National Swine Growers' Association; Charles A. Ewing, president of the National Live Stock Marketing Association; Charles A. Wilson, president of the Chicago Live Stock Exchange, and William Whitfield Woods, president of the Institute of American Meat Packers, a tax on foods is opposed on the general ground that it is unwise and unsound, bearing almost equally on rich and poor, and putting on the shoulders of the latter a burden difficult to carry. Specifically as to a sales tax on meat, these additional objections are raised:

"Any tax on fresh or cured meat will further depress the price of live stock. The tax as proposed is substantially greater than the average margin of profit in the packing industry. Moreover, the packing industry last year operated at a loss. It, therefore, would be impossible for the packing industry to absorb the tax, although it undoubtedly would be further adversely affected by it. If absorbed by the producer of hogs (the source of most processed meats), the tax, at present prices, would amount to about 10 cents a head, or about \$7 a carload. It is our opinion that values in the live-stock industry of the United States are at such low levels that the burden of a sales tax on the product of the industry would be distinctly harmful."

REPORT OF SECRETARY OF AGRICULTURE

UNDER THE HEADING, "WORLD INFLUENCES upon American Agriculture," Secretary of Agriculture Arthur M. Hyde opens his annual report to the President with a discussion of the factors responsible for the chronic state of overproduction from which our farmers—especially our wheat- and cotton-growers—are suffering, pointing out how exports of 13.2 per cent of our farm production bring a large part of the industry under the influence of foreign markets, with the resultant depression when the purchasing power of the foreigner is lowered. A smaller surplus for export, he asserts, would mean a more profitable agriculture.

As we produce less for export, the secretary goes on, the tariff will become more effective. Tariff protection for agriculture is part of our national policy. Had the tariff law of 1930, with its 30 per cent increase in the rates on agricultural products, not been in effect, world competition would have been felt disastrously by our farmers. No fiscal policy can guarantee profits in times of depression. A tariff is justified if it diminishes losses. The benefits of the tariff should be substantial when economic conditions become more normal.

As showing the decline in farm earnings, Mr. Hyde points to the fact that, while gross farm income for 1929 was about \$11,911,000,000, in 1930 it had sunk to \$9,347,000,000, and, on the basis of figures available when the report was written, there was a possibility that it might drop to below \$7,000,000,000 for the 1931 season. On October 15, 1931, prices received for live stock and live-stock products averaged 36 per cent below those for the corresponding date of the previous year.

Net farm incomes have been so low since the war that farmers might have been expected to reduce their acreage. "Instead they increased it," says the secretary. "In 1930 the United States had 366,500,000 acres in crops—the highest total on record. This was an increase of 55,000,000 acres since 1909." Production adjustments are thus becoming more and more necessary. Appeals for voluntary, concerted action with a view to curtailing acreage and live-stock breeding have, however, met with an inadequate response. Nevertheless, he deems such course preferable to the compulsory production control advocated in the cotton states.

Our own wheat-farmers suffered less than those of the other principal wheat-exporting countries from the price slump, says Mr. Hyde, "because from the middle of November, 1930, to the middle of June, 1931, the Federal Farm Board maintained prices in the United States at a level well above the world market. No government agency, however, can support wheat prices indefinitely against pressure of the sort that has come against them in the last two years. Surplus production and lack of purchasing power in the principal importing countries make an insuperable obstacle." It is, therefore, encouraging to learn that various countries are beginning to reduce their wheat acreage.

The report includes a discussion of the problems of the right use of farm lands, land values, taxes, agricultural credit, drought and unemployment relief, and public roads, and closes with reviews of the activities of the various divisions of the Department of Agriculture.

REPORT OF CHIEF FORESTER

MUCH SPACE IS GIVEN IN THE ANNUAL REPORT of R. Y. Stuart, chief of the Forest Service, to the long-time public policies which should underlie a proper adjustment of production to needs in forest planning and in the utilization of unproductive agricultural lands in the growing of forest crops. The only adequate cure for the wasteful methods pursued by the lumber industry in the past, with the resultant vanishing of our forest resources, is production based on sound land use, says Major Stuart. The problem would have been much greater had not the federal national-forest policy provided a stable form of ownership for much of the forest land in the West.

"While the maintenance, and in some cases the extension, of the national-forest system have hearty approval practically throughout the West," we read, "from time to time there are proposals that threaten the integrity of the system, under the guise of advocacy of a federal land donation from the national forests, for the benefit of some special local public

need or state interest. Several such proposals have been advanced recently, and have had strong backing. If it became customary to grant to the western states portions of the national forests for one local need or another, movements to obtain similar grants would multiply until the whole system would become riddled, and finally would disintegrate, with incalculable injury to the West and the nation."

Gross area of national forests on June 30, 1931, was 185,251,582 acres, of which 24,463,895 acres were not in federal ownership, leaving 160,787,687 acres as the net area. Although 1930-31 was a bad year for forest fires, losses were substantially below those of previous seasons. Continued progress was made in building up organized protection against fires on national forests.

During the calendar year 1930, permits to the number of 19,969 were issued for the grazing of cattle and horses on national forests, and 6,484 for sheep and goats. For the previous year the respective figures were 19,873 and 6,574. Total number of live stock grazed in 1930 was 1,338,703 cattle and horses (1,370,636 in 1929) and 6,546,460 sheep and goats (6,666,206). The sum of \$305,058 was spent on range improvements. Losses of stock on the forests from poisonous plants, predatory animals, disease, and other causes amounted to 16,038 cattle and horses, and 146,241 sheep and goats. Of these, poisonous plants were responsible for the death of 30,297, and predatory animals for 60,926—the latter nearly all sheep.

On the question of grazing fees, space is given to the demands of permittees for a reduction, in view of the depressed condition of the live-stock industry, and the reasons advanced by the Secretary of Agriculture for refusing to lower the charges are summarized. An extract follows:

"The Forest Service believes that the maintenance of a permanent policy with regard to the amount of the fees and the manner in which they are to be paid is of far greater importance to the industry than any temporary benefits which might accrue through their reduction or through a departure from the prescribed method of payment. The Forest Service is committed to a fair and reasonable fee, fixed in amount for a rather long period. It was and is appreciated that fluctuations in the market prices of live-stock products will occur in the future, as they have occurred in the past. Approval of the request of stockmen at this time would, in the interest of consistency, dictate an increase in fee under favorable conditions. This would lead to endless controversy. The fee now being charged is below the price paid for comparable range by those not privileged to graze on the national forests. It is fully expected that this comparison will hold true for the rest of the ten-year permit period, which expires in 1934."

REPORT OF BUREAU OF ANIMAL INDUSTRY

MORE DEFINITE RESULTS FROM THE MEAT INVESTIGATIONS conducted by the Bureau of Animal Industry in co-operation with the Bureaus of Agricultural Economics and Home Economics, and twenty-two state experiment stations, are beginning to filter through. These investigations—otherwise known as the study of "the factors influencing the quality and palatability of meats"—were launched by the National Live Stock and Meat Board several years ago, at the suggestion of C. M. O'Donel, former president of the American National Live Stock Association, who was then a member of the board. Brief mention of the work is contained in the report of Dr. John R. Mohler, chief of the Bureau of Animal Industry, for the fiscal year ending June 30, 1931.

Rate of gain, it has been found, is an important factor in the development of desirable eating qualities of meat, retarded growth lowering palatability. Breed comparisons

thus far have failed to show marked differences in the quality of the cooked meat. Striking variations have been found, however, in both composition and palatability of the meat from individual animals of the same breed, suggesting that efforts be made to identify and further improve superior families or strains of meat animals. It has been shown that the grade of the carcass is closely related to the thickness of external fat or the degree of finish. In view of the cost of adding finish to market animals, and consumers' dislike of excess fat, it is held to be of great economic importance to determine the minimum degree of finish that will produce the necessary yield, attractiveness, storage quality, and consumer value in slaughter animals.

Foreign discrimination against American Wiltshire sides, it is suggested, may be due in part to overcuring. Tests have demonstrated that heavy curing is not essential to insure American products reaching the foreign market without deterioration. Experiments comparing the influence of fish meal and tankage, and corn and peanuts, in hog rations on desirable flavor and aroma of the roasted meat have shown no marked differences.

The ramifications of this important bureau comprise the activities of the Packers and Stock Yards Administration. Cases in which action had been taken by this division up to the end of the fiscal year have already been reviewed in THE PRODUCER, as have many of the other interesting data with which the report is studded.

WORK OF BIOLOGICAL SURVEY REVIEWED

PROGRESS IN WILD-LIFE RESEARCH, IN THE CONSERVATION of useful animals and birds, and in the control of injurious species is reported by Paul G. Redington, chief of the Bureau of Biological Survey, in his annual report for the year ended June 30, 1931. The bureau during the year completed the survey of 1,796,158 acres of land recommended as suitable for migratory-bird refuges, and the Migratory Bird Conservation Commission authorized the purchase of four additional areas. Amendments to the Migratory-Bird Treaty regulations reduced the kill of wild fowl by shortening the season fifteen days (after the close of the fiscal year the season was cut to one month). Predatory-animal and rodent control work was improved by the establishment of a regional plan of supervision. Congress approved a ten-year control program, including authorization of appropriations of not to exceed \$1,000,000 annually.

The bureau, Mr. Redington explains, seeks to serve the best interests of the animals, as well as of the people. It works for the preservation of valuable, interesting, and harmless forms of wild life, experiments in the propagation of those valuable in captivity, and leads in the co-operative control of species that locally become economically injurious. The idea of extermination of any form, he emphasizes, is abhorrent, though misinterpretation may lead to an impression in some quarters that the bureau seeks to exterminate some species. The bureau is convinced that, though some forms must be curbed, the perpetuation of representatives of all forms in their natural habitats will lead to an increased appreciation of their esthetic and economic importance.

Federal funds available for predatory-animal and rodent control, carried on in forty states, totaled \$607,360, and co-operators advanced \$1,382,755. Through an emergency appropriation of \$202,645 under the construction and employment program, 36,056 days of labor were provided for this purpose.

OUR TRAFFIC PROBLEMS

TRAFFIC AND TRANSPORTATION

BY CHARLES E. BLAINE

Traffic Counsel, American National Live Stock Association

Court Decisions

IN CASE NO. 391, T. BINFORD, ET AL. v. J. H. McLeaish & Co., the Supreme Court of the United States, on January 25, in a *per curiam* order, affirmed an order of the Federal Court for the Southern District of Texas granting an interlocutory injunction against a Texas statute regulating the transportation of cotton on the highway.

The statute prohibited the transportation over the highways of uncompressed cotton in loads of more than ten bales on any one vehicle or combination of vehicles, and also provided regulations for transportation of compressed cotton. The lower court said that, though it believed the Legislature had the power to classify carriers of cotton, and impose regulations and restrictions upon their use of the roads, it found that the act in question was oppressive, because it operated unreasonably to embarrass and restrict to the point of prohibition a legitimate business entitled equally with others to use of the public roads. The court held that the statute was unduly preferential of the railroads and other means of transportation.

In No. 287, Atchison, Topeka & Santa Fe Railway Co., et al., appellants, v. United States, Interstate Commerce Commission, et al., the Supreme Court of the United States, on January 4, reversed the order of the Federal Court for the Northern District of Illinois, refusing an interlocutory injunction, and remanded the cause, with direction to grant the injunction as prayed. The action taken by the court was on the ground that the Interstate Commerce Commission erred in refusing to grant the railroads' petition for rehearing.

Following the passage of the joint resolution of Congress on January 30, 1925, known as the Hoch-Smith Resolution, the Interstate Commerce Commission instituted a general investigation (Docket No. 17000, Part 7) of the rates, regulations, and practices affecting the transportation of grain and grain products in the Western District of the United States. Hearings were held at various points, and the record closed before the commission in September, 1928. The commission entered its decision on July 1, 1930, prescribing three distance scales of rates for 2,000 miles and less for application within the territory involved. Originally the effective date was October 1, 1930, but, upon application of the carriers for additional time, an extension was granted, first to January 1, 1931, and later to April 1, 1931. In the interim the railroads filed a petition with the commission for reopening and rehearing of the proceeding, alleging that since the close of the record there had been important changes in conditions which affected adversely the revenues of the carriers, and that, regardless of the question of the validity and propriety of the order when made, it would no longer be valid and proper

in the light of existing circumstances. The commission denied the carriers' petition, and the rates prescribed by it became effective August 1, 1931.

As a result of the decision of the Supreme Court, the carriers have re-established, effective February 20, 1932, the rates condemned by the commission and in effect prior to August 1, 1931.

The commission has reopened the proceeding, and further hearings will be had at various points in the Western District in the future, for the purpose of bringing the record down to date.

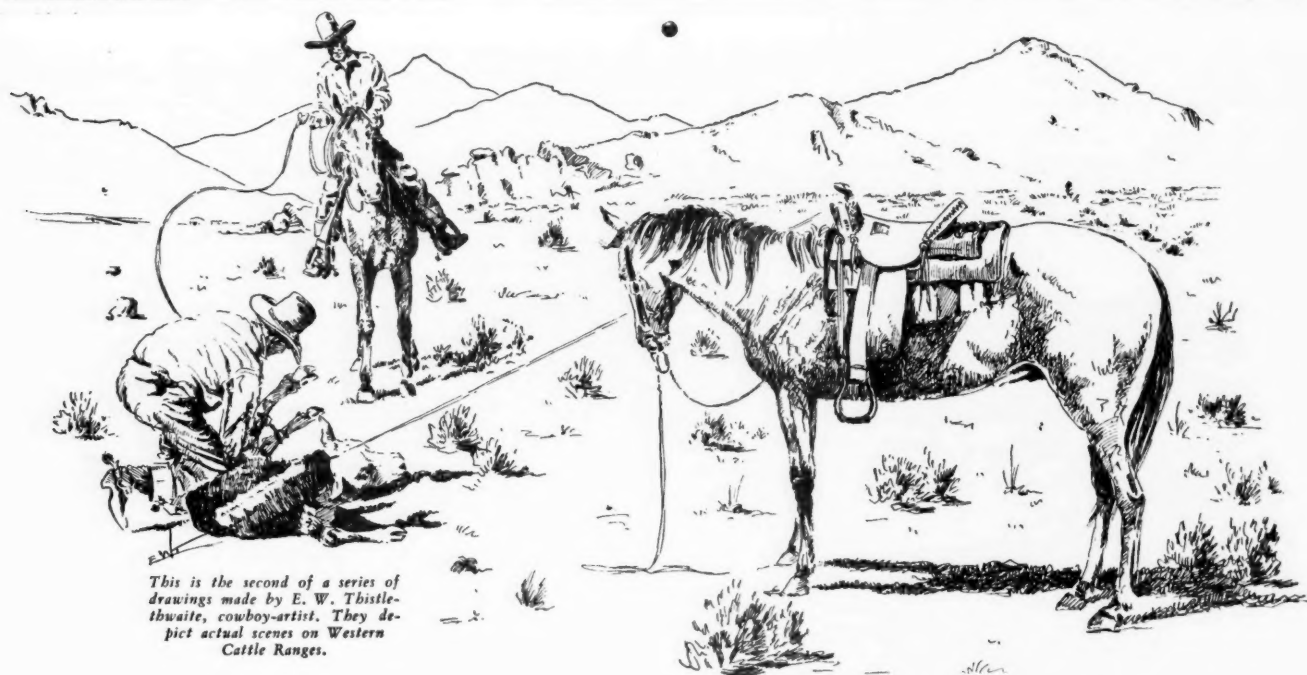
Formal Cases Pending before Commission

Responsive to the Hoch-Smith Resolution, the commission on its own motion inaugurated an investigation (Docket No. 17000, Part 10) with respect to the rates for the transportation of hay within the Western District. Hearings were held in 1928 and 1929 at various points in the territory involved. Briefs were filed in October, 1929, and the examiners' report was rendered on July 10, 1931, to which voluminous exceptions were filed. The proceeding was submitted on oral argument on October 14 and 15, 1931. Following the decision of the Supreme Court in the Grain Case, hereinbefore referred to, the commission reopened the Hay Case for the purpose of bringing the record down to date. Hearings will be held March 30, 1932, at El Paso, Texas; April 9, 1932, at Seattle, Washington; and April 19, 1932, at Omaha, Nebraska.

Following the decision of the Supreme Court in the Grain Case, the commission has reopened Docket No. 17000, Part 9—Live Stock, Western District of the United States—for further hearings, for the purpose of bringing the record down to date. Hearings have been assigned as follows: Kansas City, Missouri, April 25 to 30, 1932; Dallas, Texas, May 2 to 5, 1932; Los Angeles, California, May 9 to 14, 1932; Portland, Oregon, May 17 to 20, 1932; Salt Lake City, Utah, May 23 to 25, 1932; and Chicago, Illinois, beginning June 6 and continuing until completed.

The commission inaugurated this investigation upon its own motion, responsive to the Hoch-Smith Resolution, early in 1927. Hearings were held at various points in the Western District during that year, and the record closed in May, 1928. The commission rendered its decision on June 8, 1931, and the rates became effective on January 25, 1932, as shown in the February issue of THE PRODUCER.

Between the date of the commission's decision and the effective date of the rates, both the railroads and the shippers filed petitions with the commission seeking reopening and reconsideration. The railroads alleged, as they did in the Grain Case, that the circumstances and conditions then existing were substantially different from those shown of record in 1928. They further contended, as they likewise did in the Grain Case, that, by reason of these changed conditions, the order entered by the commission would no longer be valid and proper in the light of existing circumstances. They alleged



This is the second of a series of drawings made by E. W. Thistlethwaite, cowboy-artist. They depict actual scenes on Western Cattle Ranges.

"and not a single case of 'Blackleg'"

"My Dad was using Cutter Blackleg Vaccines before I could fork a horse, and believe me we still rely on Cutter. We haven't lost an animal from Blackleg in twenty years!"

You will hear such statements wherever cattle are raised . . . and with good reason. No Cutter product is ever released by our testing laboratories that is not the best

we are able to produce. "Good enough" never gets by the high standard we set for ourselves.

Ask any old-timer why he insists on Cutter. He will tell you that he has never been let down by a Cutter product.

Your veterinarian, cattlemen's association, or drug store distributor should have Cutter preventives. If not, order direct.

FACTS *Conclusive tests show that a 5 c.c. dose of Cutter Blackleg Aggressin or Bacterin; or one dose of solid aggressin, will produce at least 46% greater immunity than any so called "concentrated Blackleg vaccine" now on the market, of less than a 5 c.c. dosage.
*A complete report of these tests will be furnished on request.

CUTTER BLACKLEG AGGRESSIN — LIQUID OR SOLID
CUTTER BLACKLEG BACTERIN

The **CUTTER** *Laboratory*
Established 1897

BERKELEY, CALIFORNIA

Branch Offices and Stocks at:

CHICAGO — DENVER — SEATTLE — LOS ANGELES — NEW ORLEANS
SAN ANTONIO — FORT WORTH

that the rates, if they became effective, would reduce their gross and net operating revenues.

The shippers, on the other hand, likewise contended that there had been important and far-reaching changes in the economic condition of the live-stock industry between May, 1928, and June, 1931. The American National Live Stock Association in its petition alleged, and offered to prove, that the prices of live stock, based on the Chicago market, had declined more than 48 per cent since May, 1928; that the rates prescribed by the commission were, generally speaking, substantial increases on cattle and calves; and that the industry was in no condition to bear increased burdens when, as shown by the Department of Agriculture in its 1931 "Yearbook," the live-stock industry was probably losing more than \$500,000,000 annually by reason of the slump in live-stock prices.

Effective January 25, 1932, concurrently with the establishment of the rates prescribed by the commission on edible live stock in the foregoing proceeding, the railroads attempted to make effective several drastic changes in their rules and regulations governing the transportation of live stock. These rules, if permitted to become effective, would have resulted in materially increased charges being saddled on the live-stock industry. Among the more important of the changes sought to be made effective were: (1) rules governing the bedding of floors of cars into which live stock is to be loaded; (2) rules governing the furnishing of cars of greater or less length than ordered by the shippers; and (3) rules in connection with stopping live stock en route for trying the market which would reserve the right to the inbound carrier to specify the route to be used from the stop-over point to final destination.

Upon protest by the American National Live Stock Association and several other shipper representatives, the commission suspended the foregoing rules, pending inquiry as to their reasonableness. It has assigned the proceeding for hearing on March 8, 1932, at Dallas, Texas.

Under the present rules and regulations governing charges for bedding live-stock cars, the charge, generally speaking, for this service is \$1 for single-deck and \$1.50 for double-deck cars. Under the proposed rule, the carriers would furnish one inch of sand or two bales of hay or straw, and place the bedding in the car for a charge of \$1 for single-deck and \$1.50 for double-deck cars. For each additional inch of sand or less the carriers proposed, under the suspended rule, to charge additional amounts of \$1 for single-deck and \$1.50 for double-deck cars, and for each additional bale of hay or straw they proposed an additional charge of 75 cents. Thus, if a shipper should order a single-deck car bedded with three inches of sand, the charge under the proposed rule would be \$3, compared with the present charge of \$1 per car, or an increase of 200 per cent.

BUREAU OF AGRICULTURAL ECONOMICS

IN THE REPORT OF THE BUREAU OF AGRICULTURAL Economics, Nils A. Olsen, chief, comments on the wide scope of the economic information which the bureau is required to supply. It collects and disseminates the current facts of production and distribution, studying price trends, outlook, farm organization, land utilization, credit, taxation, tariffs, transportation, standardization, demand, marketing, standards of living, and agricultural history. All this is planned to supply information required by producers, distributors, consumers, and the public generally.

The demand for estimates in the field of crop and live-stock production has grown until the state and federal services now issue annually an average of 65,000 separate estimates, covering ninety-one crops and classes of live stock.

THE MARKETS

LIVE-STOCK MARKET IN FEBRUARY

BY JAMES E. POOLE

CHICAGO, ILL., March 1, 1932.

WINTER LAMB-MARKET PERFORMANCE HAS BEEN highly creditable, compared with what has happened in other branches of the trade. Whenever a coating of bloom appeared in cattle circles, it was speedily effaced. The hog market has been a consistently bad actor. In the aggregate, meat production has not been excessive, but purchasing power was restricted at all times. Tonnage was light, as neither cattle, hogs, nor lambs reached the market at seasonal weight.

Wide Spread in Cattle Prices Narrowing

At intervals, good heavy steers of the New York kosher type disappeared. Yearlings ran freely all through February, indications being that this will continue, owing to financial conditions and lack of incentive to go along with light cattle. The previously wide spread narrowed during February, the late January top being depressed to \$8.50 at the end of the month, despite a limited percentage of finished bullocks. On the other hand, the cheaper grades of light steers vending at \$4 to \$5.50 showed recuperative energy. Probably this grade of steers would have been able to do a better job at the market had feeders been in the competition. As it was, they were popular with killers, always in quest of "something cheap to compete with pork." There has been a pronounced disposition to move yearlings lacking condition, suggesting a free movement of that class of cattle right along. The mass of low-grade steers which feeders tucked away last fall, from motives of economy, made a formidable showing, to the disadvantage of intermediate weights, selling at \$6 to \$7, according to weight, quality, and condition. An occasional load of finished yearlings sold at the market top, but heavy steers were in the van most of the time. Tops were deceptive, as the long string of steers marketed during February sold at \$7 down.

The Gem Spoon Dehorner



Costs no more than a good pocket knife

Finely tempered, keen tool steel, expertly shaped for easily, cleanly lifting out the horn button, leaving a well-shaped head; best for calves up to three months old.

Earlier dehorning means far easier work, less pain for calves, better growth, and better prices.

\$1.50 with your order before May 1, 1932, will bring this dehorner, and we will include free a trial can of that famous Anchor Brand Dehorning Paint for protection of the wound after dehorning, or for other surface wounds. Postage paid in the U. S. A.

The Antiseptic Products Company

3105 Walnut Street

Denver, Colorado

Third Week of February Best

Urgent demand has been fitful. One week there were barely enough cattle to go around, but response by the country was prompt, stagnancy returning. The best week of February was the third, when gains of 25 to 75 cents per cwt. were scored, the end of the month being enveloped in gloom. All through the period buyers centered their batteries on prices in the upper register, the lower end of the range showing resistance.

Beef Suffering from Abundance of Pork

"Too much pork" was the stereotyped plaint of beef-handlers. At one time fresh pork loins were wholesaled at 6½ to 7 cents per pound, retailers pushing that product at the expense of beef, as the turn-over was highly profitable. Beef at retail was always out of line with pork, public eating-house charges showing no mutation.

Females Lowest in Years

An ample supply of female cattle, both cows and heifers, realized the lowest prices in many years, in consequence of competition from cheap steers, many of the latter selling under \$4 per cwt. Little native cattle—reds and roans—with a generous proportion of dairy-bred stock, contributed heavily to the supply of low-grade beef. This competition depressed heifer prices, little female cattle of that type selling largely at \$4 to \$5.50, with a percentage of yearling heifers at \$5.75 to \$6.50. Beef cows at \$3 to \$3.75, with low grades down to \$1.25, tell the story of that trade.

Registered HEREFORD BULLS

J. M. CAREY & BROTHER

Cheyenne, Wyoming

Established 1872

Incorporated 1908

Herd Bulls

Range Bulls

PURE-BRED HEREFORD
CATTLE

PERRY PARK
RANCH

LARKSPUR, COLORADO

R. P. Lamont, Jr.

Owner

Heavy Weights Unpopular

Plain heavy steers were poor property, selling frequently below \$6. One drove of 1,930-pound bullocks, fat as hogs and showing considerable quality, sold at \$6 at the middle of the month, the buyer professing uncertainty as to disposal of the product. However, there were few bullocks weighing 1,400 pounds up in the February run. On the other hand, the market was constantly well supplied with merely warmed-up 1,000- to 1,150-pound steers, popularly known as "house" cattle, in contradistinction to the shipping type, and rarely were they in demand. Eastern order trade blew hot and cold, according to dressed-market conditions. At the beginning of Lent the market developed its worst phase, reviving subsequently.

Feeder Trade Unsatisfactory

As a rule, weight has had a market that enabled such steers to pay their board bill. Light cattle, especially the cheap grades, have not figured well in sales accounts. Dissatisfaction ruled in feeding circles, as the majority had the kind of cattle in least demand. Fortunately gains were cheap; otherwise loss on the winter's operations would have been stupendous.

Few Hogs above \$4

Swine trade was in a rut all through February. Rarely could an average drove cost above \$4 per cwt. be maintained at Chicago, and at other markets prices were correspondingly low. A \$3.75 to \$4.25 hog market—the bulk selling within that range—hit the country hard in the vicinity of the pocket-book, as the hog is the keystone of Corn Belt agriculture—its main reliance for ready money. Supply was below normal for the month, but even at the lowest prices of the century the product did not move into distributive channels with celerity, necessitating bargain sales. This kicked back on other meats, doing nobody any good. Unseasonal weather was undoubtedly a handicap, but pork did not live up to its reputation as the "poor man's meat"—probably because the aforesaid poor man lacked earning power. Weight deficiency was conspicuous at many receiving points, notably Chicago, Omaha, Sioux City, and St. Paul; probably a fortunate circumstance, as product, both lard and meats, showed a disposition to accumulate in packers' cellars. On breaks, packers frequently supported prices, with the evident intention of protecting their own property, but at no time were they in a mood to follow advances.

Lambs Month's Best Performers

Lambs did the big stunt, but that phase of the trade was erratic, fluctuating 50 cents to \$1 per cwt. within a few hours. The top went to \$7.40 at Chicago, and, taking the month from first to last, a large share of the crop sold within a range of \$6 to \$6.75, unfinished lambs being good property at \$5 to \$6. The dressed market was healthy, with rare exceptions, packers buying for numbers much of the time. Feeders were willing to pay \$5 to \$5.50 for lambs suited to their purpose; getting few, as killers were able to use nearly everything encased with a pelt. A peculiar phase of lamb trade was a series of matinee markets when the bulk of the day's supply moved. Frequently killers stood pat for substantial concessions until late in the day, eventually "coming across," or meeting sellers' ideas of values; on other occasions buyers had the best of the argument, in which event they wiped out the previous advance. On the whole, it was a spectacular trade.

"I think THE PRODUCER is a great paper."—AMOS WITHAM, Ekalaka, Mont.

MONEY SCARCITY PARALYZING STOCKER TRADE

J. E. P.

STOCK-CATTLE DEMAND IS URGENT EVERYWHERE east of the Missouri River. While the fat-cattle market has not been equal to a decidedly creditable performance recently, the crop of steers that went into feeders' hands last fall is to be credited with one accomplishment—having facilitated the marketing of an enormous volume of coarse grains and roughage that would have had little value unless processed in this manner. That crop of steers has been treking to the slaughter-house persistently all winter, and, in the nature of things, cannot last forever. Meanwhile replacement has been restricted. Commission-house correspondence is congested with anxious inquiry for cattle-purchase money, or acquisition of cattle to feed on contract. Certain areas may be short of feed, owing to drought and grasshopper visitation last year, but over most of the grain-raising sections of the Mississippi Valley feed is abundant and cheap.

Recently, in my capacity as radio announcer of daily market conditions at Chicago, I noted the fact that a speculator had put out 100 head of 1,150-pound steers with a farmer-feeder, to be delivered July 1 to 15, on an agreement by which the owner is to pay the feeder for the gain whatever the selling price may be in July, plus \$5 per head. Under ordinary conditions, such a proposition would be far from attractive to the feeder, as it gives him no benefit from a possible margin between the acquisition price of the cattle—in this instance \$5.50 per cwt.—and the final realization price; yet within forty-eight hours I had received sixty-seven inquiries from Corn Belt farms as to the possibility of making similar contracts. The tone of all these letters was practically identical: non-availability of local money, commission-house impotency in the emergency, feed plenitude, and nothing to do with it. Sources of money supply on which feeders have relied from the infancy of the industry have literally dried up. At the metropolitan financial centers the ratio of bank closures has been even greater than in the agrarian area. Hoarding by individuals has necessitated a similar policy by bankers, many of whom have been walking the floor nights in apprehension of a clamorous mob of depositors at the paying teller's window bright and early the following morning. Sometimes it happened; frequently not; but anxiety on the score of withdrawals has been latent. In many instances sound banks have been under the necessity of closing their doors, not because of overnight runs, but owing to steady withdrawals extending over a period of months. When a solvent bank closes for lack of ready money, the life-blood of commerce and industry congeals. The point of this argument is that individual hoarding, with its logical sequence of bank conservation of resources, has played hob with the cattle business. Inability of feeders to secure cattle-purchase loans kicks back on the western commercial breeder, depriving him of his legitimate outlet—the feed-lot.

Recently a Mineral Point, Wisconsin, operator, owner of a large tract of grazing land, approached several Chicago banks for money wherewith to stock up his pastures for the coming season. In every instance he was met with both thumbs turned down. As the land is not arable, he faces the prospect of being out of business. Much ado has been made concerning relief measures by the national government, but, so far as the rank and file of cattle-maturers are concerned, no hope lies in that quarter. Such succor as government instrumentalities can furnish will be in the nature of temporary relief to deserving banks.

Financial conditions in the Chicago stock-yard area, where cattle paper has always been discountable heretofore, affords an illustration of what has happened. In this area five banks have operated for many years past, two of them closing during the early part of February, incidentally precipitating runs on the three survivors, which have weathered the storm, although with seriously diminished deposits, practically closing the market for cattle paper. In such emergencies the first thought of the banker concerns his depositors. Should they, by volume of withdrawals, exhaust his primary reserve, he is forced to deplete his secondary reserve, in the shape of bonds. No matter how carefully his securities were purchased in recent years, there has been a depreciation of 10 to 40 per cent—more where rail securities were included. Cashing these securities has demoralized the bond market, even government issues having been adversely affected to the extent of 10 to 15 per cent.

What is ahead defies prediction. Future developments depend wholly on the money market. Trade in fleshy feeders, or two-way cattle, which usually find a broad country outlet late in the winter, has been practically suspended, throwing such cattle into the hands of killers who can utilize the beef, as it has the advantage of light weight and red color at this season. Last year at this time feeders had confidence in the summer market, and, having access to money, were taking out considerable numbers of steers that came back to the market from June to August carrying weight and injecting demoralization. When, and if, a load of such steers leaves any market for the country nowadays, the incident is notable. Such steers as are going out are usually green cattle intended for summer grazing. What it all means, time alone can determine. The bald fact is that December-to-March replacement of cattle in feed-lots will be the lightest in many years.

National Increases Receipts

ALTHOUGH the receipts of live stock by the National Live Stock Marketing Association showed an increase of 13.8 per cent last year over 1930, the valuation of all live stock handled in 1931 showed a decrease of 22 per cent over the year before.

If 90 per cent of the stockmen of the country were selling their live stock through this one agency, instead of 10 per cent, these figures might more nearly balance.

Ninety per cent of the total volume of live stock handled through this producer-owned and producer-controlled sales agency would enable stockmen themselves to more nearly adjust the supply to the demand and retain for themselves a larger proportion of the consumer's dollar.

National Live Stock Marketing Association

228 North LaSalle Street, Chicago

MARKET PROSPECTS

J. E. P.

NOT A SCRAP OF HANDWRITING ON THE WALL suggests what may or may not happen at the live-stock market, or, for that matter, anywhere else that commodities are traded in. The outlook was never so obscure, even in the darkest periods of earlier economic disturbances. There is some merit to the cycle theory, but each debacle develops unprecedented phases. This occasion has injected a tax complexity that destroys guide-posts heretofore set up. As Woodrow Wilson remarked, it is a moment for "watchful waiting." Mussolini's prescription, "patience," may prove an effective remedy.

Fortunately, production of meat, unlike that of wheat, is far below maximum, and even normal. Had consumption not been seriously contracted, there would not have been enough to go around. Even in the case of pork, actual production, on a tonnage basis, is considerably lighter than a year ago; less beef is being turned out of killers' coolers weekly than in many a long day; and even a winter deluge of lamb has failed to materialize.

At current low prices, figuring prospective supply, the cattle industry is in a strong strategic position. For one thing, there will be few heavy steers during the ensuing six-month period, compared with 1929 and 1930. Of yearlings and light cattle, supply will probably be ample, unless consumption revives. A large feeding area in Nebraska, Iowa, South Dakota, and Minnesota will contribute little beef this year; and from that area, in recent years, has come a large proportion of the big-steer crop. East of Chicago, where feed of all kinds is plentiful, cattle in preparation for the market are scarce, with the exception of the Lancaster section of Pennsylvania. Illinois has fewer cattle than last year, and Iowa's production will run largely to yearlings.

What the Southwest has concealed in its capacious sleeve is an unknown factor, but it has cattle, and they are for sale. Texas will probably not repeat last year's supply performance; but, taking the entire territory—mainly Kansas, Okla-

homa, and Texas—into the reckoning, there will be enough beef to go around. Killers will probably complain of too many of one kind, but they will be under the necessity of taking what they can get. One thing not to be overlooked is that everything wearing a hide, and capable of hanging up a decent carcass, will be for sale; also, the lower beef can be priced to the retailer, the less sales resistance will be encountered.

Interest centers in the outcome of the yearling marketing season. Even at the low prices at which calves were installed last fall, they must earn more than current values to pay out. A few choice yearlings in the thousand-pound class have been realizing \$7.50 to \$8.50, but they were distinct specialties. A \$6 to \$7 market for the general run of yearling steers, and \$5 to \$6 for yearling heifers, does not afford feeders inducement to feed out, so that, unless the market picks up, it is probable that the 1932 crop of little cattle—yearlings of last fall—will be hustled to market as rapidly as beef channels can absorb the product, creating a prospect of sacrifice of raw material. Not a few light cattle showing quality have been unloaded recently, at \$5.50 to \$6 per cwt., that could have been made worth \$2 per cwt. more by staying at the feed-box. Need of money, with a strong infusion of discouragement, has dislodged them prematurely.

Prospective movement of southern cattle to Kansas and Oklahoma pastures, also replacement in Corn Belt feed-lots and pastures, must be left to developments. The crop of light cattle acquired last fall will run out sooner or later, with no adequate replacement meanwhile. Such a replacement implies access to purchase money, which may or may not be possible. Feeders need another set of cattle in the worst way, and pasture men everywhere are giving the restocking problem serious consideration. Some people will get cattle; others may not. February witnessed heavy slaughter of light-fleshed steers that did not take the usual route, because country purchases could not be financed. Feeders are picking up local cattle in this emergency, accepting anything capable of munching corn. Interior butchers, who handle common steers under normal conditions, are largely pork-handlers at present, their customers being short of a beef market; consequently this riffraff is going to the markets, where it is popular, especially when it can be acquired at \$5 down.

There will be an ample supply of pork, as packers have acquired their usual winter accumulation, despite light winter weights, and consequent restricted tonnage production.

Lamb-crop estimates vary. Texas will load fewer than last year, when it worked off an accumulation of yearlings. California—enjoying excellent, even superlative, physical conditions—will have fat lambs this season instead of feeders. The tail end of the Nebraska and Colorado contribution may overlap California's, but the lamb market appears to have charted a course of its own, ignoring the other species. The crisis in lamb trade will come later in the season, when the feeder end goes to market, or the feed-lot; but looking that far ahead is tantamount to borrowing trouble, as meanwhile the credit situation may be expected to improve, enabling feeders to operate normally.

QUALITY BULLS from WHR HEREFORDS

*are producing the kind of feeder calves
that bring more money. Write us for
prices on good coming two-year-old
bulls delivered at your point.*

Wyoming Hereford Ranch, Cheyenne, Wyo.

GOOD SHORTHORN BULLS

Sire feeder calves that command
a premium.

We will assist you to locate suitable
Shorthorns.

American Shorthorn Breeders' Association

13 Dexter Park Avenue, Chicago, Ill.

HIDES LOWEST IN FORTY YEARS

J. E. P.

BUT FOR THE FACT THAT HIDES ARE PLENTIFUL, the prospect would be more promising. After the long deadlock between tanners and packers, time is necessary to get trade machinery lubricated. Tanners are taking profits on their output for the first time in several years, the shoe business is picking up, and, as leather stocks were materially

reduced during the deadlock, replacement on a considerable scale is imperative.

Interest in futures, as well as spot hides, has increased. Prospects for immediate improvement in the credit situation have facilitated trading, so that the heavy accumulation in packers' cellars during the deadlock period should have been worked off during the ensuing thirty days. As current take-off is likely to diminish, supply contraction should help prices. Heavy native steers are selling at 6½ cents, Chicago basis; heavy Texas and butt-branded steers, at the same figure. Branded and light native cows are quoted at 5½ and 6 cents, respectively.

Recent prices have been the lowest in forty years. General conditions and utilization of leather substitutes are the responsible factors. The principal use of leather at present is in the shoe industry. Production of shoes in 1931 exceeded that of 1930 by about 11,600,000 pairs, attributable to increasing demand for cheaper grades, which wear more rapidly than better-made product, necessitating more frequent replacement. Shoe production in the United States during the past nine years follows:

1923.....	351,114,000	1928.....	344,351,000
1924.....	313,231,000	1929.....	361,402,000
1925.....	323,500,000	1930.....	304,170,000
1926.....	324,423,000	1931.....	315,836,000
1927.....	343,608,000		

LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES SHOWING RECEIPTS, shipments, and slaughter of live stock at sixty-three markets for the month of January, 1932, compared with January, 1931, and January averages for the five years 1927-31:

RECEIPTS

	January		Five-Year Averages 1927-31
	1932	1931	
Cattle*	959,545	1,039,783	1,190,775
Calves.....	416,194	467,834	486,813
Hogs.....	4,217,822	4,652,127	4,812,660
Sheep.....	2,363,154	2,174,988	1,879,973

TOTAL SHIPMENTS†

	January		Five-Year Averages 1927-31
	1932	1931	
Cattle*	352,139	456,204	476,016
Calves.....	126,229	151,260	145,736
Hogs.....	1,510,478	1,739,344	1,755,473
Sheep.....	988,291	979,300	825,381

STOCKER AND FEEDER SHIPMENTS

	January		Five-Year Averages 1927-31
	1932	1931	
Cattle*	107,565	188,927	190,264
Calves.....	22,358	33,311	24,003
Hogs.....	35,125	44,650	61,075
Sheep.....	124,247	184,308	164,290

LOCAL SLAUGHTER

	January		Five-Year Averages 1927-31
	1932	1931	
Cattle*	586,179	574,964	685,720
Calves.....	289,861	323,027	348,433
Hogs.....	2,707,077	2,907,038	3,042,901
Sheep.....	1,381,023	1,201,069	1,053,631

*Exclusive of calves.

†Including stockers and feeders.

COMPARATIVE LIVE-STOCK PRICES

BELOW ARE FIGURES SHOWING PRICES ON THE principal classes and grades of live stock at Chicago on March 1, 1932, compared with February 1, 1932, and March 2, 1931:

	Mar. 1, 1932	Feb. 1, 1932	Mar. 2, 1931
SLAUGHTER STEERS:			
Choice (1,100 to 1,500 lbs.).....	\$ 8.25- 9.25	\$ 9.75-10.50	\$10.50-11.50
Good	7.25- 8.25	7.00- 9.75	8.75-10.50
Choice (900 to 1,100 lbs.).....	8.25- 9.00	9.75-10.50	10.25-11.25
Good	6.75- 8.25	7.00- 9.75	8.50-10.25
Medium (800 lbs. up).....	5.50- 7.25	5.00- 7.00	7.25- 8.50
FED YEARLING STEERS:			
Good to Choice.....	6.75 9.00	7.00-10.50	8.25-11.25
HEIFERS:			
Good to Choice.....	5.25- 7.00	5.50- 7.50	6.75- 9.25
COWS:			
Good to Choice.....	3.25- 4.50	3.50- 4.75	4.50- 6.25
CALVES:			
Good to Choice.....	3.75- 4.50	4.50- 6.00
FEEDER AND STOCKER STEERS:			
Good to Choice.....	4.50- 5.75	4.50- 6.00	6.75- 8.00
Common to Medium.....	3.25- 4.50	3.25- 4.50	4.75- 7.00
HOGS:			
Medium Weights (200 to 250 lbs.)....	4.00- 4.40	3.90- 4.35	6.80- 7.40
LAMBS:			
Medium to Choice (92 lbs. down).....	5.50- 7.00	4.75- 6.50	7.50- 9.10
EWES:			
Medium to Choice.....	2.25- 4.00	2.00- 3.50

"I like THE PRODUCER, and find it very useful to stockmen."—W. L. CALDWELL, Rocky Ford, Colo.

Banning-Lewis Herefords

Our Show Herd Won Fourteen Championships

on the 1931 show circuit—five female, four bull, and five steer championships being awarded.

Banning-Lewis Buster, Grand Champion Steer over all breeds at Los Angeles Great Western Live Stock Show, sold at \$1.40 per pound, the record for 1931.

Banning-Lewis Yearling Bulls were made Grand Champions in the car-lot classes at the National Western Live Stock Show, Denver, January, 1932.

Banning-Lewis Feeder Calves were made Reserve Grand Champions at the same show.

Own a bull from a herd that produces champions!

BANNING-LEWIS RANCHES
Colorado Springs, Colorado

Painter HEREFORDS

We specialize in the rugged, large-boned type of Herefords, rather than the smaller, fine-boned show type.

Quality has no substitute

JOHN E. PAINTER & SONS
ROGGEN, COLORADO

WOOL PRICES REMAIN FIRM

J. E. P.

WOOL TRADE IS ALTERNATELY ACTIVE AND stagnant. A moderate tonnage has moved to the mills—mainly wool used in women's wear. Men's-wear trade is sluggish. Retailers are buying only for immediate needs. However, firm prices have been maintained, and the situation is considered sound, so far as available wool is concerned.

Manufacturers continue to report heavy operating losses, abnormally low wool prices having, seemingly, effected no improvement in their affairs. Restricted credit has increased their difficulties, incidentally doing the wool market no good. This creates a serious condition for wool merchants, obscuring other factors. There is hope for improvement in this respect in the credit innovation presumably to result from recent congressional action. Foreign markets are erratic and inclined to favor the buyer. Little in the nature of actual business is reported in the West, some trading having been done in Arizona on a basis of 45 to 47 cents, clean basis, landed in Boston.

Although no surplus of wool exists at eastern concentration points, there is a seasonal desire to clean up in anticipation of the new clip, which may necessitate concessions. At this juncture there is no incentive on the part of dealers or millmen to mark wool prices up, as such appreciation would involve the entire new clip. Dealers are disposed to replace at minimum cost to establish a basis for inventory profits to be collected later in the season. Current prices are little lower than at the time the 1930 clip moved. In fact, three-eighths-blood wool is no lower than in April and May; higher than in June.

Statistical disputes create some doubt as to the volume of the 1932 clip. Borsodi's analysis contends that in 1915 an increase in sheep numbers was followed by a diminished wool clip that year. Admitting this, there appears scant ground for prediction of a considerable reduction, as some people in the trade are doing. The government estimate increased the number of sheep 1,167,000 this year, making it 53,912,000 head, compared with 52,745,000 head on January 1, 1931, and 51,383,000 on January 1, 1930; but it is possible, if not probable, that this increase in numbers will not be reflected in

wool tonnage. "It is doubtful, however," comments J. A. Hill, the Wyoming expert, "whether an increase or decrease of a few million pounds of wool in the United States will have a great deal of effect upon the world price of wool this year. The various types of financial juggling going on throughout the world will doubtless have more effect than slight changes in production."

Assuming that an easier money program affects commodity price levels, wool must benefit with other commodities. Slight inflation may diminish the purchasing power of the dollar temporarily, but there will be more dollars at work. Nothing has developed recently to indicate that the bottom of the slump has not been uncovered, all the handwriting on the wall suggesting improvement.

Wool consumption in 1931 showed an encouraging gain, suggesting that the product is coming into its own. The gain was 90,980,000 pounds. In other words, United States domestic wool consumption in 1931 exceeded the 273,329,000 pounds used in 1930 by that much. Total consumption of domestic and foreign wools for 1931 was 459,813,000 pounds, or 82,023,000 pounds more than in 1930.

Less wool was imported in 1931 than in several previous years, the decline being due to the tariff. Consumption of all grades of domestic wools showed gains over 1930. Fine wools led other grades, for quantity of both domestic and foreign wools. This was due to strong demand for finer wools for women's wear.

Evidently consumers are becoming more "wool-conscious." Records show that 1909 was one of the most prosperous years in the history of the woolen and worsted trade in the United States. In that year, according to the *Boston Commercial Bulletin*, six and a half square yards of women's woolen and worsted goods were produced per capita. Meanwhile the quantity has steadily diminished, until, in 1929, total production was but slightly in excess of one square yard per capita. Up to 1909 wool was popular with women. Then came a period of expansion of the silk dress-goods industry. Since 1929, particularly during 1931, the fashion trend has been toward woolen as against silk dresses, but an enormous vacuum remains to be filled. Manufacturers have entered on a campaign of producing light-weight woolen dress goods, with the object of replacing fabrics made of other materials.

HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY OF STORAGE HOLDINGS of frozen and cured meats, lard, creamery butter, and eggs on February 1, 1932, as compared with February 1, 1931, and average holdings on that date for the past five years (in pounds):

Commodity	Feb. 1, 1932	Feb. 1, 1931	Five-Year Average
Frozen beef.....	36,113,000	52,130,000	63,009,000
Cured beef*.....	15,108,000	20,268,000	23,454,000
Lamb and mutton.....	1,968,000	4,081,000	4,322,000
Frozen pork.....	187,075,000	215,422,000	191,028,000
Dry salt pork*.....	103,892,000	108,394,000	119,626,000
Pickled pork*.....	383,411,000	402,448,000	388,617,000
Miscellaneous.....	69,261,000	93,747,000	79,516,000
Totals.....	796,828,000	896,490,000	869,572,000
Lard.....	78,538,000	62,624,000	89,781,000
Butter.....	22,527,000	46,792,000	35,599,000
Frozen eggs.....	72,361,000	75,685,000	47,520,000
Eggs (in cases).....	684,000	735,000	280,000

*Cured or in process of cure.

REGISTERED HEREFORD CATTLE

T. E. MITCHELL & SON

Tequesquite Ranch

ALBERT, NEW MEXICO

WHOLESALE MEAT PRICES

WHOLESALE PRICES ON WESTERN DRESSED meats at Chicago on March 1, 1932, compared with February 1, 1932, and March 5, 1931, were as below (per 100 pounds):

FRESH BEEF AND VEAL

STEERS (700 lbs. up):	Mar. 1, 1932	Feb. 1, 1932	Mar. 5, 1931
Choice	\$11.50-14.50	\$13.00-15.50	\$14.00-16.00
Good	9.50-11.50	10.00-13.00	13.00-14.00
STEERS (550 to 700 lbs.):			
Choice	11.50-14.50	14.00-17.00	13.50-15.50
Good	9.50-11.50	10.00-14.00	13.00-13.50
YEARLING STEERS:			
Choice	11.50-14.50	14.00-17.00	14.00-16.00
Good	9.50-11.50	10.00-14.00	13.00-14.00
COWS:			
Good	7.00-8.00	8.00-9.00	10.00-11.00
VEALERS:			
Choice	11.00-12.00	12.00-13.00	14.00-16.00
Good	10.00-11.00	10.50-12.00	13.00-14.00

FRESH LAMB AND MUTTON

LAMBS (45 lbs. down):			
Choice	\$14.00-15.00	\$12.00-13.00	\$18.50-21.00
Good	13.50-14.50	11.00-12.50	17.50-20.00
EWES:			
Good	7.50-9.00	7.00-9.00	10.00-12.00

FRESH PORK CUTS

LOINS:			
8-12 lb. average	\$ 8.00-9.50	\$ 8.00-10.00	\$16.00-19.50

EXPORTS OF MEAT PRODUCTS

EXPORTS OF MEAT, MEAT PRODUCTS, AND ANIMAL fats from the United States for the month of January, 1932 and 1931, and the six months ending December, 1931 and 1930, were as below (in pounds):

BEEF PRODUCTS

	January		Six Months Ending December	
	1932	1931	1931	1930
Beef, fresh	168,660	181,716	917,361	1,435,502
Beef, pickled	969,753	607,789	7,717,015	8,475,915
Beef, canned	27,262	112,611	616,081	572,401
Olco oil	3,787,278	3,557,909	22,687,163	30,825,141
Totals	4,952,953	4,460,025	31,937,620	40,808,959

PORK PRODUCTS

	January		Six Months Ending December	
	1932	1931	1931	1930
Pork, fresh	726,285	1,634,561	4,781,722	6,327,633
Pork, pickled	1,458,107	1,637,690	7,554,825	12,882,968
Bacon	1,855,777	5,275,179	12,259,494	28,696,170
Cumberland sides	54,783	190,208	798,480	1,448,144
Hams and shoulders	3,880,828	7,295,391	37,446,107	52,227,895
Sausage, canned	162,596	124,975	465,898	588,928
Lard	59,854,463	68,881,943	250,473,471	267,435,559
Lard compounds	102,877	134,354	789,503	1,174,101
Neutral lard	488,508	943,259	4,506,062	5,677,300
Totals	68,584,224	86,117,560	319,075,562	376,458,698

FEEDSTUFFS

ON MARCH 4, COTTONSEED CAKE AND MEAL, F. O. B. Texas points, were priced at \$13.50. At Kansas City, on March 2, hay prices were as follows: Alfalfa—No. 1 extra leafy, \$18.50 to \$20; No. 2 extra leafy, \$17 to \$18; No. 1, \$15.50 to \$16.50; No. 2 leafy, \$14 to \$15; No. 2, \$11.50 to \$13.50; No. 3 leafy, \$10.50 to \$11; No. 3, \$9 to \$10; sample, \$7 to \$8.50; prairie—No. 1, \$9.50 to \$9.75; No. 2, \$8.50 to \$9; No. 3, \$7.50 to \$8; sample, \$5 to \$7; timothy-clover mixed—No. 1, \$9.50 to \$10; No. 2, \$8 to \$9; No. 3, \$5.50 to \$7.50; timothy—No. 1, \$9.50 to \$10; No. 2, \$8 to \$9; No. 3, \$6.50 to \$7.50; sample, \$5.50 to \$6; clover—No. 1, \$10 to \$11.

TRADE REVIEW

TRADE BALANCE IN JANUARY

JANUARY'S FOREIGN TRADE SHOWED A FAVORABLE balance for the United States of approximately \$14,000,000, it is announced by the Department of Commerce. Preliminary figures for January and the seven months ending January, 1932, as compared with the corresponding periods of the previous year, are reported as below:

	January		Seven Months Ending January	
	1932	1931	1932	1931
Exports	\$150,000,000	\$249,598,000	\$2,257,756,000	\$2,017,061,000
Imports	136,000,000	183,148,000	1,118,598,000	1,508,071,000
Excess of exports	\$ 14,000,000	\$ 66,450,000	\$ 139,158,000	\$ 508,990,000

OUR FOREIGN COMMERCE IN LIVE STOCK AND LIVE-STOCK PRODUCTS

FURTHER DECREASES WERE RECORDED IN BOTH exports and imports of live animals and meat products in 1931, as compared with the previous year. Approximately 60 per cent fewer cattle were brought in than in 1930; meat imports were exactly halved, those of canned meats being reduced 64 per cent; and imports of hides were lowered 32 per cent. Complete statistics for the two calendar years follow:

LIVE ANIMALS

(Numbers)

EXPORTS

	1931	1930
Cattle	4,104	7,099
Hogs	1,228	12,654
Sheep	2,436	6,335
Horses	3,061	5,472
Mules, asses, burros	3,667	12,126
Totals	14,496	43,686

Cottonseed Cake

Manufactured to meet the needs of the discriminating Stockmen since 1907

Quick shipments of calf size, pea size, and nut size cake and cake screenings at any season

QUANAH
Cotton Oil Company
QUANAH, TEXAS

IMPORTS		
	1931	1930
Cattle	93,131	231,982
Sheep	2,267	6,295
Horses	1,934	3,183
Totals	97,332	241,460
Hogs (pounds)	151,116	19,015

MEAT PRODUCTS

(Pounds)

EXPORTS

(For exports see page 29 of February PRODUCER)

IMPORTS		
Beef, fresh	1,515,812	7,202,899
Veal, fresh	341,535	2,309,966
Pork, fresh	759,306	1,093,370
Mutton, fresh	50,224	97,608
Lamb, fresh	117,277	252,900
Other fresh meats	1,041,241	2,033,156
Poultry, fresh	5,575,362	1,862,479
Poultry, prepared	602,107	468,376
Canned meats	18,925,849	52,487,665
Beef and veal, cured	1,464,758	2,101,460
Hams and bacon	1,978,592	1,979,124
Pork, pickled	1,237,629	1,582,654
Other prepared meats	544,418	2,371,704
Sheep, lamb, goat casings	5,335,072	7,830,210
Other casings	7,655,831	10,587,737
Totals	47,145,013	94,261,308
Animal oils and fats	2,187,507	1,450,648

HIDES AND SKINS

(Pounds)

EXPORTS

Cattle hides	22,426,150	19,069,180
Calf and kip skins	4,694,405	7,232,147
Sheep and goat skins	1,969,411	2,171,125
Others	6,502,350	5,962,736
Totals	35,592,316	34,435,188

IMPORTS

Cattle hides	92,664,551	186,931,376
Buffalo hides	245,153	1,521,819
Indian water buffalo	929,532	331,046
Kip skins	9,780,595	6,199,992
Calf skins	29,758,141	30,648,005
Horse, colt, ass hides	9,140,498	15,193,289
Sheep and lamb skins	41,666,539	54,347,436
Goat and kid skins	76,199,005	93,524,244
Kangaroo skins	838,264	887,524
Deer skins	2,018,083	2,136,835
Reptile skins	2,535,762	2,570,793
Others	5,962,056	5,618,636
Totals	271,738,179	399,910,995

WOOL

(Pounds)

EXPORTS

Wool and mohair	273,566	162,178
-----------------------	---------	---------

IMPORTS

Wool and mohair	158,385,495	163,734,091
-----------------------	-------------	-------------

GRAINS

(Bushels)

EXPORTS

Barley	7,851,110	9,873,805
Buckwheat	341,212	8,270
Corn	2,699,980	6,369,398
Oats	2,111,045	1,500,994
Rye	121,034	266,037
Wheat	80,311,041	87,773,601
Totals	93,435,422	105,792,105
Wheat flour (barrels)	9,654,237	13,059,618

FOREIGN

ENGLISH LIVE-STOCK LETTER

BY JOSEPH RAYMOND

[Special Correspondence to The Producer]

LONDON, February 16, 1932.

IN NORMAL TIMES THERE ARE MANY IN THE meat trade who regard a fairly low level of values as a healthy sign, provided traffic is well maintained. This year, however, members of the industry in all its sections—on the farm, in the markets, and at the ports—are becoming concerned at the extreme cheapness at which meat animals and dead-meat imports now seem settled. Great Britain is such a clearing-house for the world's meat foods that it appears that nothing except an artificial shortage could raise the standard of values; and that will be the principal stimulus of those who are probably working for a revision of the government's decision to exempt meat and wheat from the schedule of import duties to which the country is now committed.

It was obviously the fear of raising the cost of meat foods to the consumer which impelled the present protectionist government to exclude meat from tariffs, although it is doubtful whether a 10 per cent tariff would have been felt appreciably, if at all, by the consumer. Had this been imposed, the half-million tons arriving from the dominions would have been let in free. The alternative to an import duty is a quota system, and, although this has been suggested for bacon imports, it is thought unlikely that it will be attempted in the fresh-meat import industry. A quota system leveled against the importation of foreign beef would, of course, exclude or hinder the bulk of the fresh beef arriving in a chilled condition from South America. A quota system can never be leveled until treaties on such questions with foreign countries have been adjusted; and even then a meat quota is an infinitely more difficult system to establish than a wheat quota, in which case only a very few large importing undertakings are concerned, in contrast to the large number of individual importers in the case of the meat trade. The latter consideration, however, need not be considered an insurmountable barrier, as, were such quotas decided upon, individual firms would have to be organized under larger importing units.

It is interesting to note that, in relation to the question of foreign versus empire meat supplies to the British military forces—army, navy, and air—the foreign contribution is now stated to be less than 1 per cent, the rest being entirely of dominion origin. The attempt has been made through parliamentary agitation to secure the substitution of home-killed meat for imported, in such military supplies, but it has been rejected on the plea that this would cost the nation another \$20,000,000 per annum.

Meanwhile the government is exerting its best effort to push its national meat-grading and marking system through to success, which it has to do in face of considerable passive resistance on the part of meat-traders generally. Certainly the system has failed to arouse the enthusiasm, or even attention, of the ordinary consumer, but the government is stubbornly persisting with the scheme. The latest development is the attempt to form national mark associations of those meat-retailers who will support the government's idea.

ROUND THE RANGE

RANGE AND LIVE-STOCK REPORT

Range and live-stock conditions in seventeen western states at the beginning of February were thus reported by the Denver office of the Bureau of Agricultural Economics:

Arizona.—Feed supplies good, except in northern and higher areas; cattle in fair to good flesh; sheep in good condition in south, poor to fair in north; spring feed held back by cold nights.

California.—Range somewhat improved, with rainfall above normal; feed making little growth, owing to cold weather; cattle have made slight gains; lambs making fair progress.

Colorado.—Range feed poor, and mostly covered with snow in western and south-central sections; cattle in fair condition; sheep losses heavy in some parts of state, and much feeding necessary.

Idaho.—Ranges mostly covered, and feeding heavy; cattle holding up well; sheep in fair condition, but thin, with prospects of heavy losses.

Kansas (western).—Range covered with snow; grain and rough feed plentiful in northwest, short in southwest; cattle shrinkage greater than normal.

Montana.—Ranges have little feed; some shortage of stock water; live stock in fair to good condition, with some thin animals where feed is short.

Nebraska (western).—Snow covering most of range; hay supplies short; cattle in good condition, but showing shrink.

Nevada.—Winter ranges covered with crusted snow; feeding heavy; cattle losing flesh rapidly; sheep in poor condition, with heavy losses.

New Mexico.—Feed conditions good, except in northwest and west-central portions, where there is heavy covering of snow; stock wintering in good shape, except in snow-covered sections.

North Dakota.—Weather favorable; pastures snow-covered; feed short; stock holding up well.

Oklahoma.—Hay and feed generally ample; wheat pastures too wet; cattle showing slight decline.

Oregon.—Hay and feed short in east, but plentiful in west; most of range covered with snow; live stock generally in good shape, with heavy loss of old ewes.

South Dakota (western).—Ranges covered with crusted snow; feed supplies very short; live-stock shrink has been heavy.

Texas.—Range feed generally good, and new feed getting favorable start; rough feed abundant; live stock in good condition, with losses light; lambs moving freely from feed-lots.

Utah.—Range feed short and mostly covered with crusted snow; hay and other feed short; cattle and sheep in poor condition, with prospects of heavy losses.

Washington.—Feed supplies ample;

heavy snows have caused more than usual feeding; live stock generally in good flesh.

Wyoming.—Ranges carrying less than normal feed, with considerable covering of snow; cattle generally in good condition, with some shrink; sheep thinner than usual, but losses have not been heavy.

RANGE AND LIVE-STOCK CONDITIONS

California

We have had a very wet and cold winter. In most parts of California the cattle went into the winter in poor flesh, but in my locality the loss has been small. It is too early to tell much about beef prospects. Many of the cattle have got so thin that they will not fatten until late, if at all. Feed is short; but, if the season is normal from now on, we should have a bumper crop, as we have had plenty of moisture. The hay crops in the valley do not look too good—too much rain and cold weather.—J. LEE OGIER, San Jose.

Colorado

Things are looking better these last two weeks, as we have had some warm weather. If it keeps up, we shall be able to let up on our hay-stacks a little. This surely has been a hard winter. However, I think most of us will pull through.—GEORGE M. HARTMAN, Wolcott.

Conditions are pretty bad in the San Luis Valley. Last summer's drought and poor prices left the farmers almost nothing to work on. Nearly all will have to have help to get a crop in this spring. We cow fellows fared some better. While we got very poor prices, we had mostly fat cattle to begin the winter with. The winter has been cold and snowy, and set in early. New calves are coming, and it is a fight to save them. Water prospects for irrigation are good, as the snowfall in the mountains is heavy.—H. A. HOCKER, Monte Vista.

Idaho

We have had a long winter, quite cold, but only little snow. There is ample feed in this section. Sheepmen have wintered easily, having fed only little hay. Cattle-men expect to feed thirty days more. Prospects for summer feed are good, and

water for irrigation purposes is assured. The country a hundred miles south of here had unusually heavy snow, necessitating heavy feeding, making winter expenses very heavy. Live-stock men not too optimistic.—SETH BURSTEDT, Challis.

Montana

The weather here has been twenty-five below, and there is about one foot of snow. Hay is pretty well sold out—just about enough left for stock cattle and sheep.—EDWARD K. LANE, Arlee.

We had a nice winter up to January 13, when a little storm came along, but it was not hard on stock. In this section the coldest weather was only thirty below, and that was for only one night. Stock of all kinds is in as good shape as I have seen it in this part of the country.—E. A. MULKEY, Baker.

Stock-growers in this part of Montana are having a hard row to hoe. There has been a drought for going on three years, and, with renting of two sets of ranges for the summer, and buying hay and feed for winter, the ledger has not been balancing in favor of the grower. The worst of it is that it is still dry here. Rent on pasture land is away too high for the price of cattle. There have been

At Last—Here is a Perfected CASTRATOR

Severs the cord without slipping. A quick, sure job. Avoids bleeding and infection.

Money-Back GUARANTEE

You take no risk—if you don't like them, just say so and get full refund at once. Tool steel, strong, accurate, dependable.

\$12.50 postpaid. Illustrated Booklet on request.

FRANKLIN BLACKLEG SERUM CO.

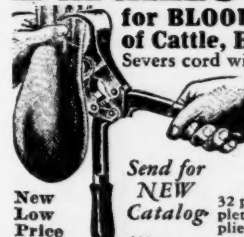
Denver, Kansas City, Amarillo, Marfa, Ft. Worth, El Paso, Alliance, Wichita, Rapid City, Calgary.



Burdizzo Pincers

for BLOODLESS Castration of Cattle, Horses and Sheep.

Severs cord without bleeding. No danger of infection. Rapid, sure, humane. There is only one genuine Italian BURDIZZO. Description and prices on request.



New Low Price \$17.50

Send for NEW Catalog

32 page catalog illustrating complete line of stock breeders' supplies at new money saving prices.

Weston Mfg. & Supply Co.

1951 Speer Boulevard

Denver, Colorado

TOBACCO FOR STOMACH WORMS

Tobacco and salt will rid your sheep of this pest. Our tobacco siftings are made from Kentucky-grown tobacco, insuring high nicotine content. Send for letters from other breeders who have used our siftings with good results. Price, \$2.50 per 100 pounds, F. O. B. Louisville.

AXTON-FISHER TOBACCO COMPANY, Louisville, Ky.

two years of complete crop failure, and one partial failure; so, if we do not get moisture this spring, we shall be over the fence.—T. H. BUSTEED, Busteed.

Our winter has been ideal. Stock has wintered fine. February, as a whole, was warm and balmy, cutting down the feed bill. However, March has come in like a lion. How it goes out remains to be seen.—C. C. RUGG, Kirby.

Nebraska

Conditions are very bad here. We have been snowbound practically ever since the first of November, on top of the lightest hay crop we ever put up. I do not look for any loss, however, as everybody has cake or can get it. The banks are afraid to rediscount, and there is no money to be had.—J. C. KIRKPATRICK, Ainsworth.

Cattle are fine for this time of year, although we had a droughty year, and feed is scarce and high. We had lots of snow, but only for a short time was the temperature below zero.—C. F. COFFEE, Chadron.

The sandhills of Nebraska are short from a quarter to a third of the normal amount of hay. This deficiency will be supplied with cottonseed cake. Cattle are looking good, and weather conditions have been favorable to date. There is a normal supply of cattle on hand, and few, if any, southern cattle will be shipped in during the spring.—A. H. METZGER, Merriman.

Washington

We are having quite an early winter for this part of the country, and have to

feed sheep twice a day. This is something very unusual for us, though it may be for the best, as the grass is very short on account of rain coming too late. Most of the people have plenty of hay. However, if this keeps up, it will be scarce before spring. Sheep and cattle are in fair condition. We have not had very cold weather as yet—only about 20 degrees above zero. I hope prices on wool and lambs will be better next year.—J. A. BERNEY, Roosevelt.

Canada

So far this has been a fine winter, and stock is doing well. Grass cured well last fall.—S. M. CONNOR, Bragg Creek, Alberta.

MONTANA AND CALIFORNIA STOCK VALUATIONS REDUCED

Values on live stock for taxation purposes for the year 1932 have been reduced about 25 per cent from the 1931 valuations by the Montana State Board of Equalization. The new values are as follows: cattle—purebreds, \$55 a head; coming yearlings, \$17; coming two-year-olds, \$23; coming three-year-old steers and stock bulls, \$38; stock and range cows, three years old or over, \$25; dairy cows, \$40; sheep—purebreds, \$8 a head; stock rams, \$5; coming one-year-olds, \$3; coming two-, three-, and four-year-olds, \$4.

A considerable reduction has been made in northern California. Valuations of beef cattle have been decreased from \$35 to \$30; of yearlings, from \$8 to \$7; of stockers, from \$15 to \$12; and of purebred dairy cows, from \$30 to \$25. Common cows remain at \$25. Graded bulls have been cut from \$100 to \$50, while common bulls have been raised from \$35 to \$50, and purebred bulls from \$30 to \$50. Sheep will be valued at \$2 a head instead of \$3, and December and January lambs at 50 cents instead of \$1. Hogs, horses, goats, wool, grains, and hay share in the lower assessments.

FEES ON STATE LANDS REDUCED

Following the cut in national-forest grazing rates, agricultural fees on state lands in Colorado have been reduced 25 per cent by the State Board of Land Commissioners. The 2,500,000 acres of these lands are leased to 4,600 persons, 95 per cent of whom are farmers and stockmen.

A reduction of 33.3 per cent in the assessed valuation of cattle and sheep from that of 1931 has been agreed upon by the Colorado Tax Commission. Previously a reduction of 20 per cent in the valuation of farm land and improve-

ments, and 5 per cent on city lots, had been ordered by the State Board of Equalization.

NEVADA GRAZING LAW INVALID

The new Nevada grazing law, imposing a fee on live stock grazed by non-residents, has been declared unconstitutional by the state Supreme Court. A decision by the District Court, holding a grazing fee to have been illegally collected from a firm of sheep-owners resident in Utah, was affirmed on appeal.

TEXAS COTTON-RAISERS SWITCHING TO GRAIN

Small grains and a balanced farm program are helping cotton-growers in western Texas solve the problem created by the enactment of cotton-reduction legislation. Several hundred thousand acres have already been sown. Farmers have been encouraged by the fact that, while the section around San Angelo has previously been held too dry for successful grain-farming, during the past season it has enjoyed ideal moisture conditions. Such crops as were planted in 1931 produced better than average yields. Live-stock feeding is expected to take care of the excess feeds. Few new crops will be introduced, but an increased acreage of grain sorghums, peanuts, potatoes, peas, and tomatoes is planned.

ADVERTISING INCREASES CONSUMPTION OF MEAT

Results of the advertising campaign for the stimulation of meat consumption in the San Francisco Bay area, which has been conducted for the past six months by the Pacific Live Stock and Meat Institute, have manifested themselves in an increase of approximately five pounds per capita for the period, or 7.5 per cent, as disclosed in a recent report by Frank Harrigan, secretary-manager.

The campaign, which is based on an expenditure of \$32,000, will continue during the first half of the current year, according to the plan.

Polar Conditions.—A new farm hand from the city one wintry morning was told to go to the barn and harness the mule. In the dark he tackled one of the milk-cows by mistake. Wondering what was causing the delay, the farmer shouted to inquire.

"I can't get the collar over his head," replied the green hand. "His ears are frozen."—Wallaces' Farmer.

COWBOY SONGS
Six Hundred Pages Two Volumes
1. "Cowboy Songs"
2. "Songs of the Cattle Trail"
Price, \$2 each, postage paid
Autographed
John Lomax, San Benito Way
Dallas, Texas

HARDY ALFALFA SEED, \$5;
Grimm Alfalfa, \$7; White Sweet Clover, \$2.70; Red Clover, \$8.50; Alsike, \$8.50. All 60-pound bushel. Return seed if not satisfied. George Bowman, Concordia, Kansas.



Save \$10 to \$20
on every saddle or harness. Buy direct from the factory. No middleman's profit. Send for free catalog—maker to consumer.
BOOTS, HATS, CHAPS, ETC.
The FRED MUELLER SADDLE & HARNESS Co.
Mueller Bldg. DENVER, COLO.

The Eating Habit Goes On



IF ALL human demands, that for wholesome food is the steadiest. Three meals a day are standard.

On such homely facts is built the stability of Swift & Company. Last year its great nation-wide marketing organization handled and sold more pounds of products than in 1930. The variation in its working force was relatively small; forty-odd packing plants, more than a hundred produce stations, and four hundred branch houses continued to operate near capacity.

Read in the Swift & Company 1932 Year Book how the difficult conditions were met.

Related in this compact booklet are the methods used in cutting costs between the farm producer and the retailer's store — methods whose effects will be more fully felt this year than last.

Told there also is the story of Swift & Company diversification; how the handling of poultry, eggs, and dairy products, as well as meat, increases efficiency and reduces charges in processing and selling each item; how this system, built up over thirty years, spreads risks and tends to hold sales volume.

Live-stock raisers should know the factors that govern selling prices, volume, and profits of Swift & Company. The 1932 Year Book discusses these things.

Your copy awaits you.

The attached coupon may be used in sending for it.

Swift & Company
U. S. A.

SWIFT & COMPANY,
Union Stock Yards,
Chicago, Illinois.

Please send me, without charge, my
copy of the 1932 Year Book.

Name

Address

SHIP
YOUR STOCK
TO
CHICAGO
THE
LIVE STOCK MARKET
OF THE WORLD